FALL ANNOUNCEMENT NUMBER OCT 5 1928

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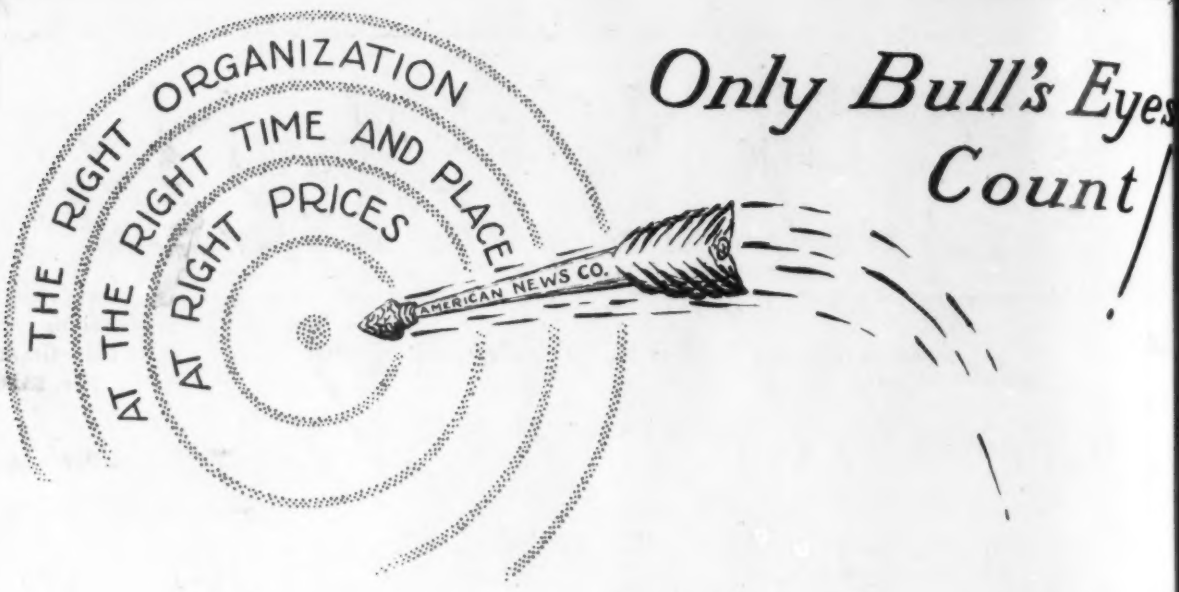
FALL ANNOUNCEMENTS 1928

A COMPLETE INDEX
of the new books (September to December)
entered by author, title and series

The publishers' advertisements with descriptive notes are alphabetically arranged for easy reference



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Simple as A-B-C

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BOSTON

by UPTON SINCLAIR

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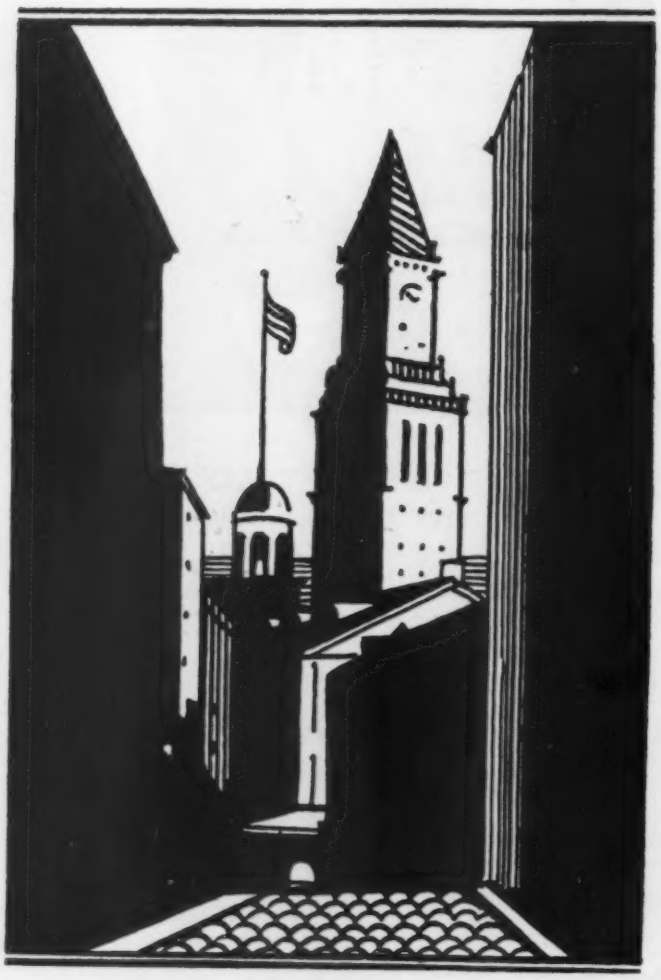

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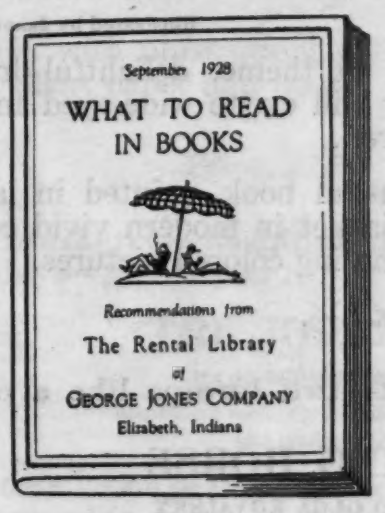

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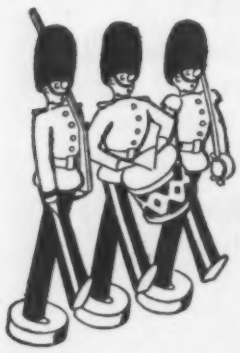

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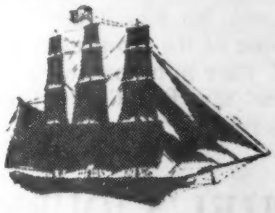

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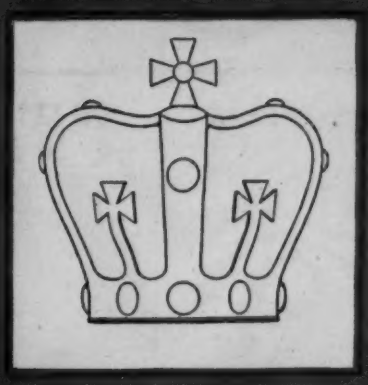

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No, Mastermind hasn't turned gangster. He is rejecting all offers, because THE CRIME CLUB is more profitable. Edgar Wallace could tell you a lot about the apparatus above—but the tools of Mastermind's trade are books.

The tools of the trade

Books are the tools of the CRIME CLUB trade—but so are members. No CRIME CLUB detective ever fails to get his man—and neither does Mastermind.

Relentlessly, inexorably, THE CRIME CLUB spreads its dragnet in every land. No kidding, the list of countries where there are CRIME CLUB members reads like the roll-call of the League of Nations. Actually Mastermind sends books every month to local CRIME CLUB headquarters for distribution in Canada, Brazil, Guatemala, England, Poland, China, Turkey, Hawaii, India, Luzon, Peru, Argentina, Mexico, France and Alaska.

We've put under way a promotion campaign that will sweep the country. You saw the full-page ad we ran on the back cover of the New York Times for September 9th. It has probably brought you some new members, either through your customers' bringing the ad in to your shop, or through distribution of the coupon returns —every one of which goes to a bookseller. And this is only the beginning. Large-space ads in newspapers and magazines of nation-wide circulation will continue the rest of the year. And there's a new promotion idea you'll hear about soon, which will make your CRIME CLUB business bigger, and make every membership even more profitable.

New displays are being made. Send in for them. One bookseller informs us that he can take in a dozen CRIME CLUB memberships every day he puts in a CRIME CLUB window. Accordingly, when this bookseller is not using the displays, he keeps them carefully stored away for next time. It's a sound idea.

The new circular is just off the press. A large two-color four-page folder, full of copy and cuts as exciting as the latest CRIME CLUB selected book, is accompanied by a snappy letter and a return postcard, all contained in an envelope with your imprint—which also goes on the return card. Send in for your imprinted quantity—now is the best time of the year to do business by mail. Incidentally, the circular mails for one cent.

Here is a real letter which a CRIME CLUB member felt moved to write in—and it's typical of hundreds that clutter up Mastermind's office. "Dear Mastermind: I am a great lover of detective and mystery novels, and I never go any place without having such a book with me. I used to find it very hard to obtain the best in stock, as the markets were and still are full to the brim with stories of this type. But now the publishing concern to which you have the honor to give your talented services has solved the important problem of selecting the best thriller. This has relieved me greatly, as it no doubt has done for hundreds, perhaps thousands, of others." (Thousands is right. —Ed.) "I do not wish to take your time with a pesty letter that will eventually find itself in the waste paper basket at your desk, but I feel that you and the rest of the committee must and should be complimented on your fine work." (Name on request.)

Local CRIME CLUB Headquarters are running away from each other in taking memberships. Here are a few random scores—Dutton's, New York, 120 members; Stewart Kidd, Cincinnati, 50 members; George W. Jacobs, Philadelphia, 165 members; Teolin Pillot, Houston, 25 members; Paul Elder, San Francisco, 50 members; Atlantic Monthly Book Shop, Boston, 33 members. Here are six shops doing a business of over $10,000 on subscriptions alone. If you aren't careful, it begins to run into money.

THE CRIME CLUB, *Inc.*

Fall publications

Our subscription advertising, extensive as it is, has nothing to do with our promotion of individual CRIME CLUB books for regular trade sale—nothing, that is, except materially to boost every title on the list. But we treat every book just as if there were no subscription advertising at all. Every CRIME CLUB book is advertised—and the same amount of money is spent as if there were no CRIME CLUB and no membership list. The advertising appropriation is based on the same percentage as that for regular trade books of any enterprising publisher. And that's only one reason why this fall's CRIME CLUB list is selling.

On October 11 comes Baroness Orczy's new book, SKIN O' MY TOOTH—the exploits of one of the most engaging and hair-raising detectives you ever read about.

A big October book is THE PRISONER IN THE OPAL, A.E.W. Mason's latest, and by unanimous acclaim his best novel. M. Hanaud, the witty, the always amusing and surprising French detective, never had such a problem in all his career as this murder story carried on under the veil of devil worship. NO OTHER TIGER has sold over 15,000 and is still selling a hundred or so every week. It looks as if THE PRISONER IN THE OPAL will advance that much.

The CRIME CLUB'S first book of true stories comes on the same date—October 19, Bruce Graeme's PASSION, MURDER AND MYSTERY ($5). And on October 26 comes Frank Packard's new novel—TIGER CLAWS—a story of New York's underworld where Jimmie Dale became celebrated. Here is by far the best Packard since the Jimmie Dale books.

November is a big month, what with THE BAFFLE BOOK (of which more anon) and Hulbert Footner's new Madame Storey Mysteries, THE VELVET HAND.

THE HOUSE OF THE TWO GREEN EYES by Stephen Chalmers, coming November 16, made two magazine editors we know go without dinner to finish at one sitting. (Names on request.) December 7 brings out the first college murder mystery on record—well, the first we ever heard of—THE DARTMOUTH MURDERS, by Clifford Orr. Written by a Dartmouth man with the approval of the authorities, this is a humdinger and a hair-raiser. Not to mention Mrs. Baillie-Reynolds's new novel, THE INNOCENT ACCOMPLICE.

The latest Edgar Wallace story, as reported by the New York Times, reveals that Wallace's novels sold 5,000,000 copies for the year ending last March, and that in London they're getting out noon editions of his books. This comes just as his newest and greatest thriller—THE CLEVER ONE—has just been published. 15,000 local Wallace fans are making a rush for it.

P. S.—The September selected book, THE SILK STOCKING MURDERS, by Anthony Berkeley, is a winner.

Mastermind hasn't turned gangster—but he's had a great new idea for stemming the crime wave. Every man his own detective! Read the next page to see how it's done.

• • • • • •

GARDEN CITY, N. Y.

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HOW often have you been week-ending at the Duchess's place only to have the butler break in with the tragic announcement that the master has been found slain in the billiard room, an oriental dagger through his heart? No one can make anything of the clues, and every member of the company, including yourself, is suspected of the crime.

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Mastermind has inside information that a Baffle craze is going to sweep the country immediately after THE BAFFLE BOOK is published. The authors have been at work on THE BAFFLE BOOK ever since the beginning of the year. They have done the job right.

THE BAFFLE BOOK

by LASSITER WREN *and* RANDLE MCKAY

Illustrated with charts and diagrams—October 15, $1.90

THE CRIME CLUB Inc., Garden City, N.Y.

In the Corners

IN the upper right and left hand corner is a letter of the alphabet and it is a guide to the fact that publishers' advertisements in this issue are arranged *alphabetically* to help the seller of books find out promptly any necessary information to help secure a sale.

AN ANNOUNCEMENT OF UNUSUAL IMPORTANCE

ENGLAND

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THE publication of an American one-volume edition of Robinson's important work, recently published in England as four volumes, is a noteworthy achievement.

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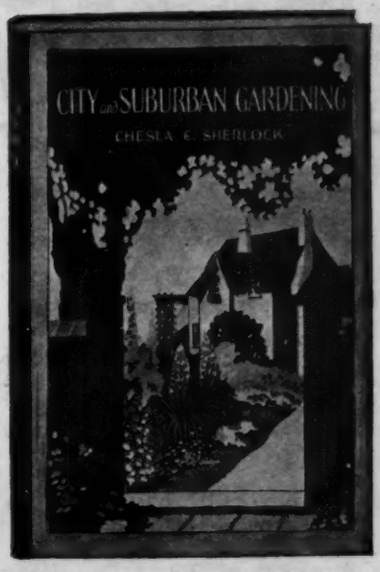

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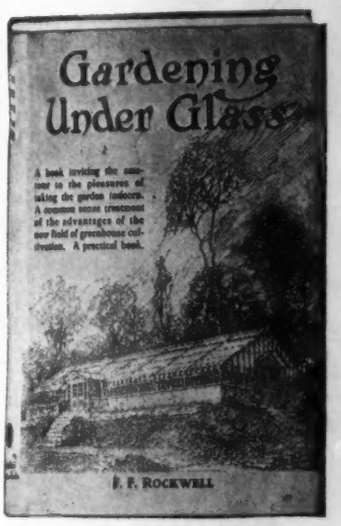

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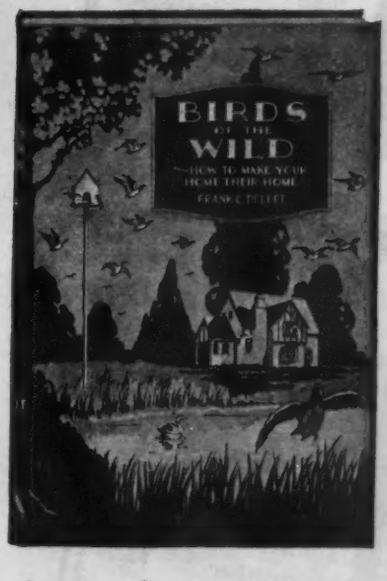

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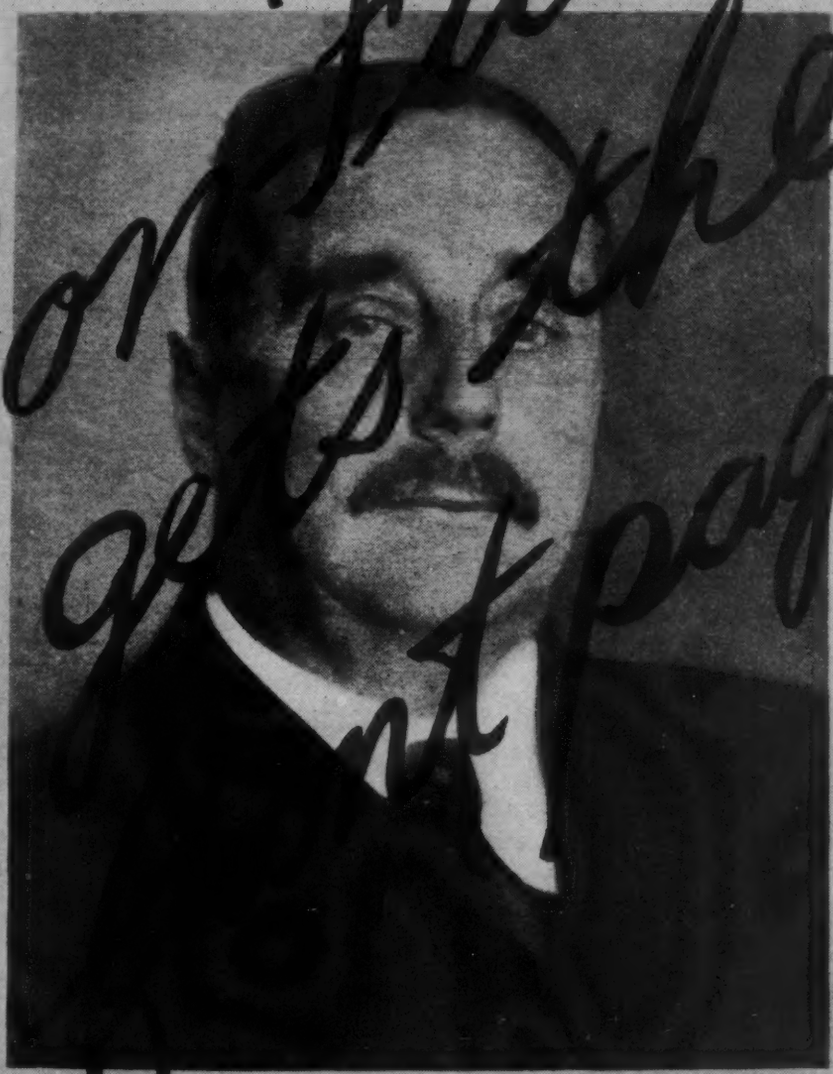
s has been tin res time to s the The Open Conspira en going to to the g the ple thi in Even the men he was ing wonder out time ehind and ary wa he sab ged amusin the read by to the unhappy omethin to think about. ways en the world in terms. He has always ecause of the sinful, in- and chaotic nature of iety, and has always in- something could and done about it. His faith sibility has survived the e which reduced a whole of writers to ironic still believes, as he says sentence of this book, ultimate decision of the upon this planet lies now of man."

's Bible, strictly speak- with the "Outline of "This," he tells us, "fur- amework of fact within general political ideas of can be put in order." ome a work called "The Life," which he is now in "collaboration with pecially qualified writ- "will give the data for onduct within a biolog- ceived world society." l come a treatise which with "economic and so- ganism considered as the man's extraneous energy vice of the species." This lled "The Conquest of He adds:

eral idea of these writ- o present altogether, first a modern world outlook, politi- king, then the moral data of time, and then the forecast of e economic policy, in a form to a person of ordinary edu- t is the presentation of the basis for a modern ideology, biologic and economic. It is attempt to get this written nscetedly.

resent little volume Mr. Wells s scheme and gives those who hance to climb aboard the band sentially he is aiming at a con- rld—one in which, to use Walter phrase, mastery will take the drift. For this, he thinks, we need some kind of religion. "Enlightened self-interest" won't do. Neither will the older faiths. One can't go the whole road with Mr. Wells and stick to Christianity or any other of the "personal-immortality religions." He sets his face against pie the sky by and by and in favo ple for every one here and now. is ure there will be plenty of pie "The Open Conspiracy" succeeds. The essence of re ligion is, he says, "the subordinati n of



H. G. Wells.

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self." do not subordinate ourselves to God or to personal holiness we must, if we are still to be religious, subordinate ourselves to the welfare of our fellows. We must stop being funny, egotistic little individuals and realize that it is the race that matters. Mr. Wells, who is getting on in years and doesn't believe in personal immortality, finds this thought satisfactory.

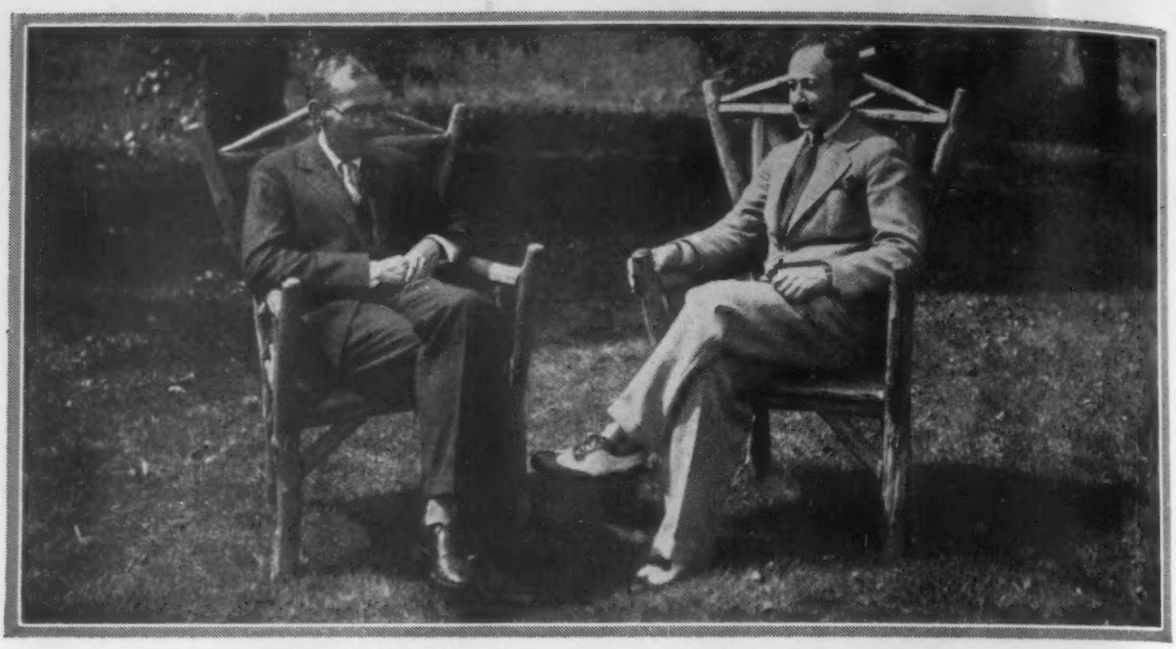
The race must be helped by giving it direction. Its collective affairs should be "managed by suitably equipped groups of the most interested, intelligent and devoted people." This is not merely a phrase. Mr. Wells doesn't agree with the communistic doctrine (nor do the Communists, for that matter) that the common man, merely because he is common man and had his neck on the block by mysteriously endowed with the ability to take over and run a complicated civilization. The chosen ones in the Open Conspiracy" will be picked from educated in a different school and "become a social class." They will also "marry and associate preferentially within the movement and keep themselves essentially aloof from the prevalent methods of wasting time and interest." Probably something will be done to keep them from becoming horrid little snobs. Mr. Wells doesn't say what.

The Wellsian conspirators will work according to the most modern methods. They will create "a bureau of information and advice, which will take account of all the resources of the planet, estimate current needs, apportion productive activities and control distribution." They will have a "World Index." They will hold regular meetings, preferably on Sunday, and it is to be feared they will keep minutes. This machinery. It is elastic, for Mr. Wells generously leaves room for individual variations in temperament and even in opinion. There will be all sorts of groups, made up of all sorts of people, with the single proviso that they want the same kind of world that Mr. Wells wants. Their attack on existing institutions will not be the frontal assault of communism and socialism. They will not condemn property, but only the abuses of property. Primarily they will be shooting at the rivalries of Governments, at wars and the international complications which cause wars, at the mismanagement and wasted effort which come out of such competitions. They will be for birth control, because without it the doctrine of Malthus rather than the doctrine of Wells would triumph in the end. Mr. Wells has a very poor opinion of the vague anarchistic dream in which the 'State' is to disappear and an emancipated proletariat, belching and expectorating freely, see the vistas of time for [illegible]. He also disclaims [illegible] the desire to [illegible] Utopia. He seems to realize [illegible] time to time that the [illegible]ed and secure world to which he wishes to lead us [illegible] be dull, and pauses to assure us that we would still have our troubles, our aspirations and our adventures. But his heart seems to be in the organization and not in the adventure.

He expects his movement to meet with the opposition of the official classes everywhere. He does not say the wealthier classes, for the Marxian concept of the class war seems to him pretty foolish. He does not even look for the major part of his support from the ranks of labor, and he does expect some help from engineers, bankers and business men as soon as he can make the foremost of them understand how the present arrangement of world affairs frustrates their efforts. The creed of the movement as he outlines it, will be this:

> (1) The complete assertion, practical as well as theoretical, of the provisional nature of existing Governments and of our acquiescence in them; (2) the resolve to minimize * * * the conflicts of these Governments; (3) the determination to replace private, local or national ownership of at least credit, transport and staple production by a responsible world directorate serving the common ends of the race; (4) the practical recognition of the necessity for world biological controls, for example, of population and disease; (5) the support of a minimum standard of individual freedom and welfare in the world, and (6) the supreme duty of subordinating the personal life to the creation of a world directorate. * * * The admission therewith that our immortality is conditional and lies in the race and not in our individual selves.

Mr. Wells expects this program to make trouble. It may even, he admits, cause bloodshed, for the members of the conspiracy will be disposed to resist attempts to destroy them. But the prospect of trouble is not what worries one. The grim possibility which even the warmest lover of his fellows finds in this book is that there will not be trouble enough, not excitement enough, nor humor enough, not freedom enough. One feels that it would all be very fine when it was finished, and then, like Mr. Polly, one would welcome a chance to run away.



"WHAT ABOUT NON-FICTION?" This photograph gives one answer. It shows two poets discussing what it feels like to get a fat royalty check. They both know; one is Stephen Vincent Benét, author of JOHN BROWN'S BODY, now in its 75th thousand (its sales have averaged over 1000 a week since August first). The other is Joseph Auslander, co-author of THE WINGED HORSE, now in its 5th large printing—selling from 150 to 500 every week, a year after publication . . . And that's the non-fiction story all the way down the line—*provided the books are good enough!*

Here's a handy check-list of our Fall non-fiction leaders. We won't whoop it up; it tells its own story. You can look it over in a few minutes—and get complete information on which to base your Fall orders.

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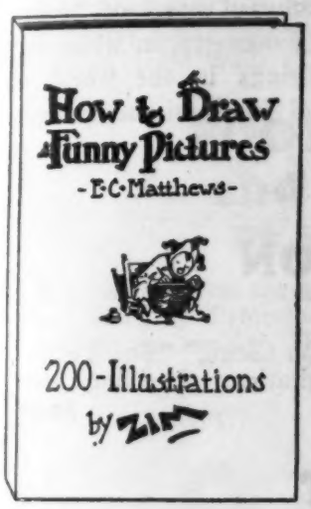

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I refer to PIGSTIES WITH SPIRES, the Dutton book of the Month for August, the book which is selling so fast at the present time that we are unable to obtain sufficient stock to fill our orders. On this day, Friday September 14th, our shipping department has just reported that there are only 68 copies left in stock. This means that we sold 2,241 copies yesterday and the day before. New stock will be in next week and we will try to keep it in stock from now on.

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Watch the advertising copy we are beginning to run on THE PATRIOT. See if it doesn't bring people into your store asking for this book. Don't disappoint them.

How is your stock of The WOMAN WHO INVENTED LOVE? THE BEAST WITH FIVE FINGERS, JAN SON OF FINN, THE SHADOW OF THE IROQUOIS, SING SING NIGHTS, RISING WIND, SWINGING SHUTTER, MY STUDIO WINDOW, GEORGE SAND AND HER LOVERS, MARIE ANTOINETTE? They are moving out of here in great shape. Are you getting your share of their sales? We are spending the money for the advertising so I hope you are.

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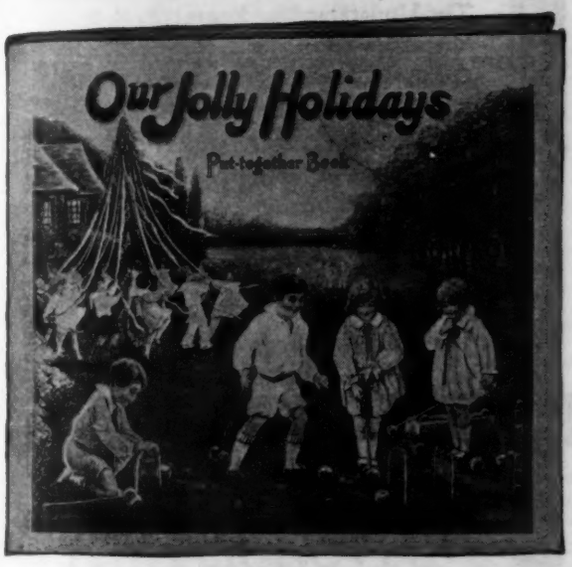

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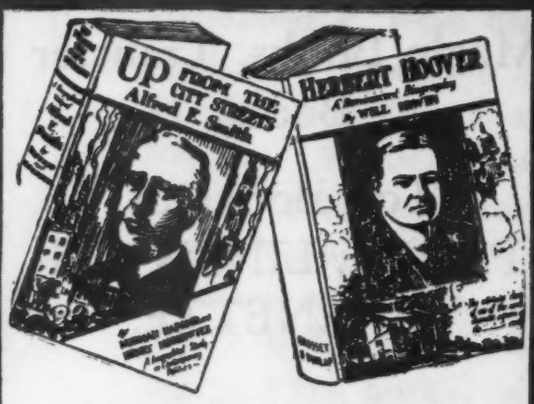

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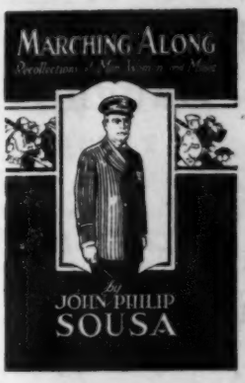

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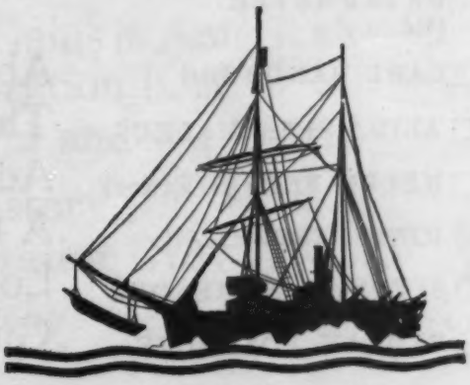

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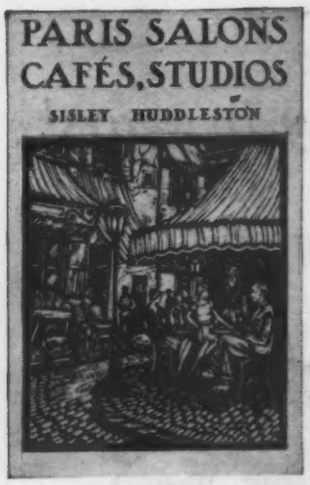

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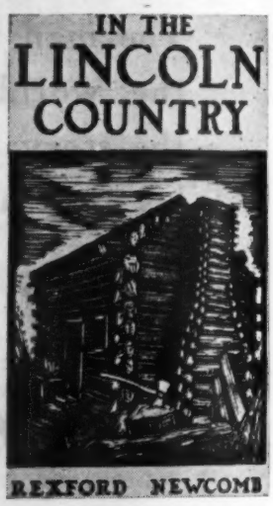

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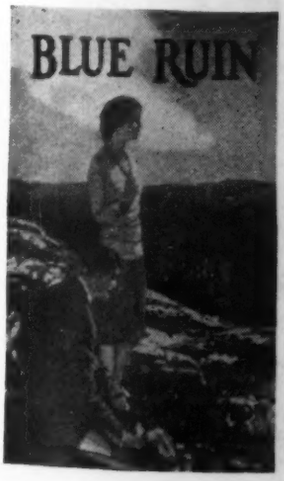

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MEMORIES AND REFLECTIONS, 1852-1927, by The Earl of Oxford and Asquith, K.G., is of the greatest importance. This behind-the-scenes story of the fateful years of the World War should be a big popular favorite this season and next

THIS BOOK-COLLECTING GAME, by A. Edward Newton, will certainly say "Open Sesame" to the purses of your customers; while that fine adventure book, TRAILS OF THE HUNTED, that unusual book on China, THE DRAGON AND THE FOREIGN DEVILS, and that diverting inquiry into the modes and manners of an earlier day, THE NOT-QUITE PURITANS, are but a few of the many volumes with big sales possibilities

The whole list is a good one—an extremely good one. There are sure-fire sellers for every bookstore, and plenty of volumes of individual character which offer excellent prospects for the bookseller who builds up his sales by telephone and mail solicitation. The full list follows:

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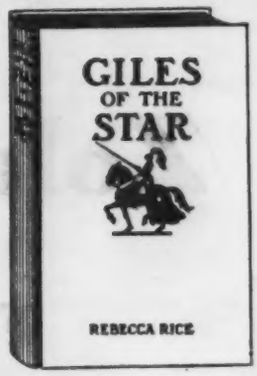

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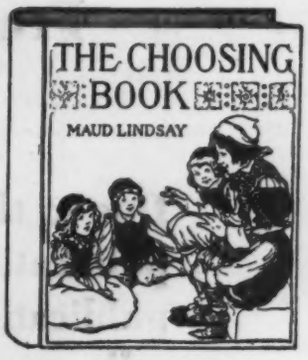

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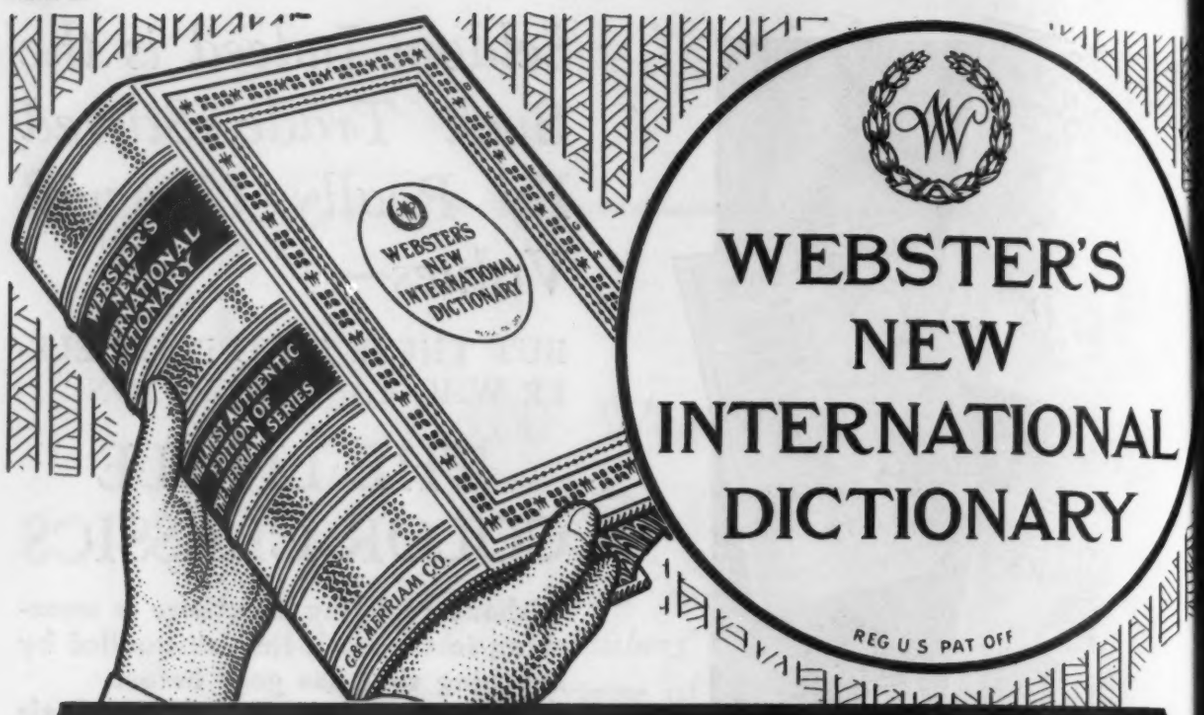

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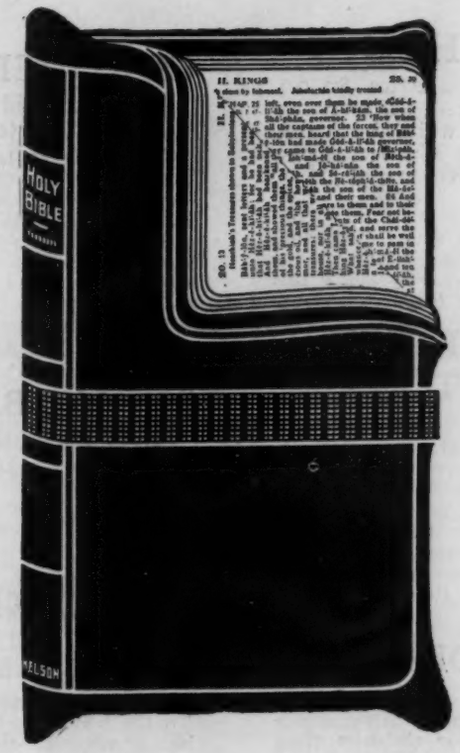

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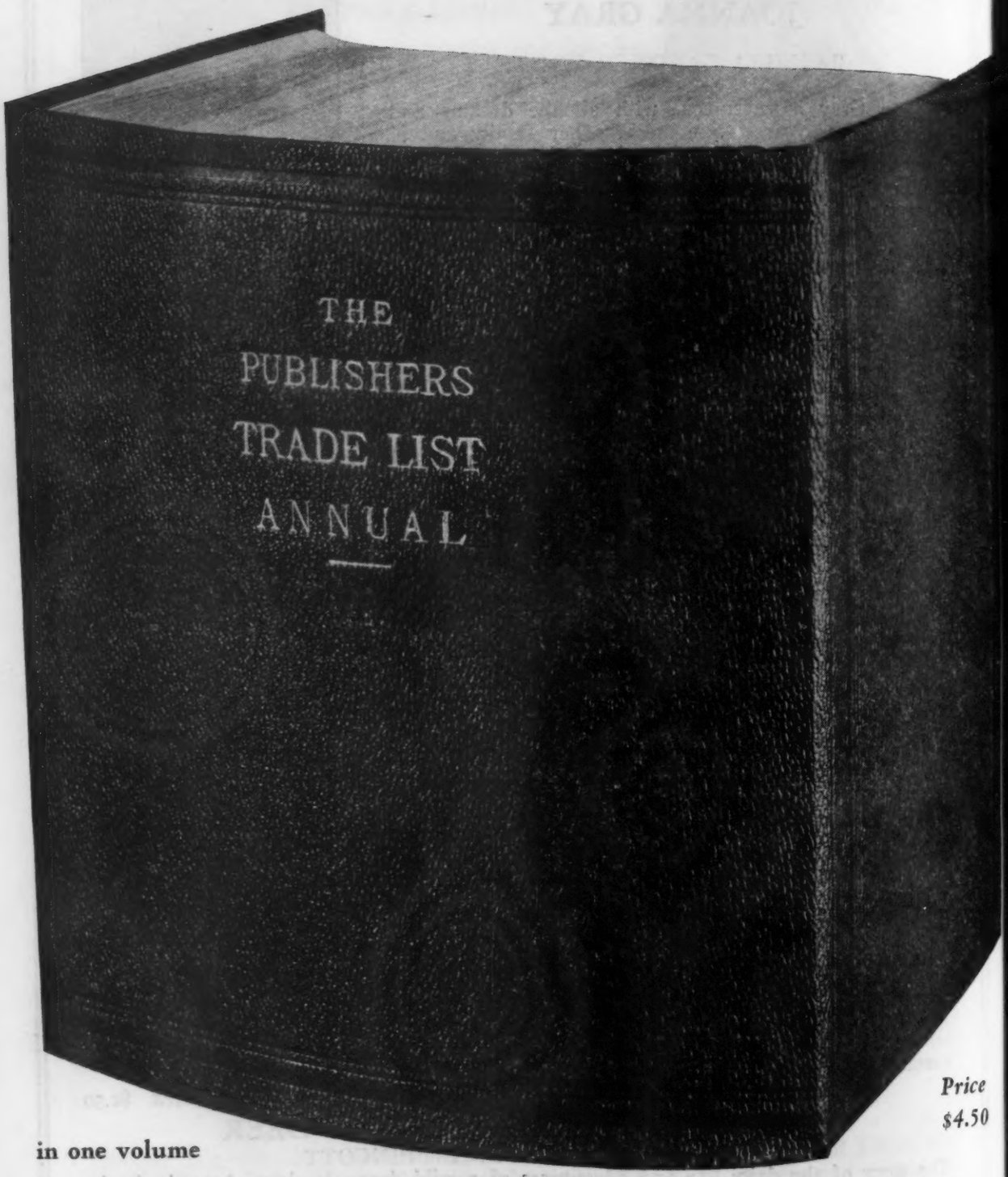

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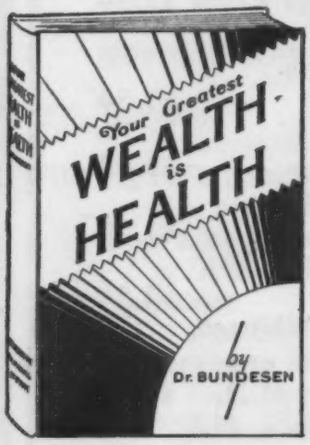

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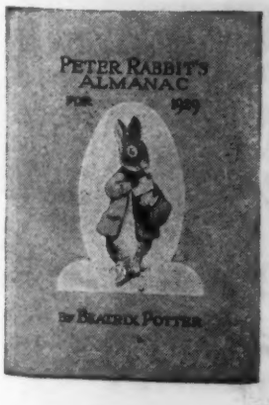

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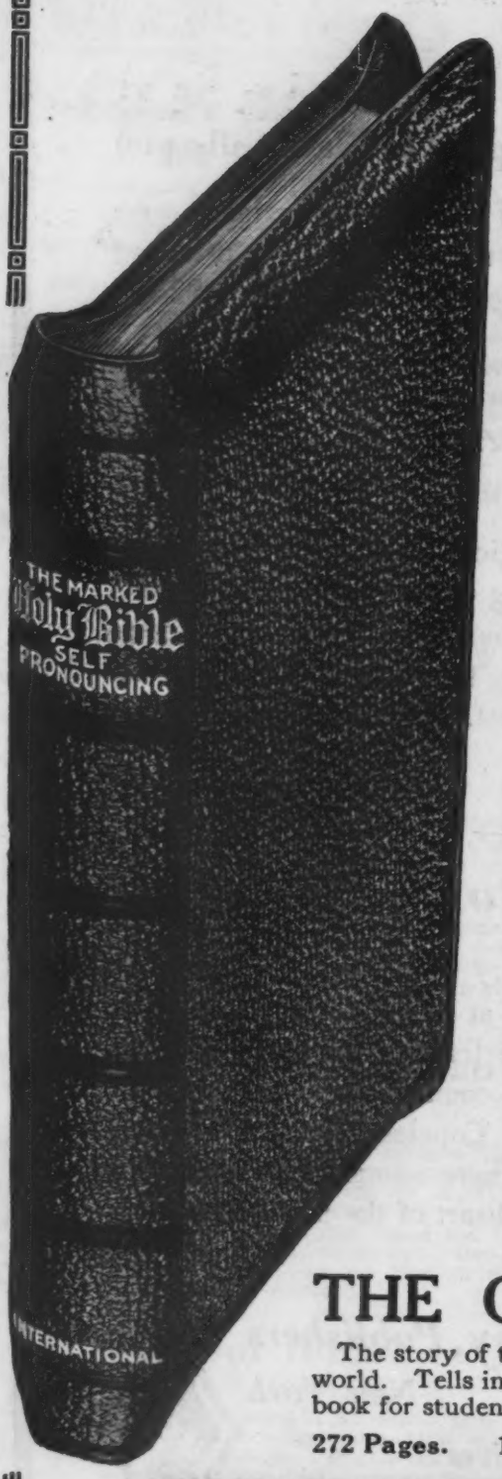

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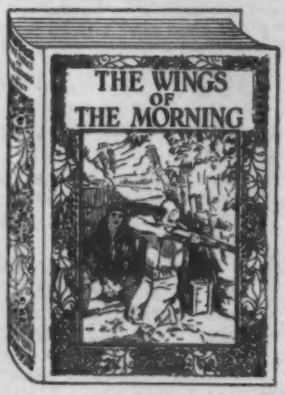

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The PUBLISHERS' WEEKLY

THE AMERICAN BOOKTRADE JOURNAL

NEW YORK, SEPTEMBER 22, 1928

Record Year in Publishing

The Most Extensive Fall Lists Ever Indexed by Publishers' Weekly Find The Booktrade Ready For Their Successful Distribution

IT would be a discerning publisher who could prophesy in advance of a season just exactly what its tendencies and developments would be, and it would be a discerning bookman who could see as the product comes to hand just what the characteristics of the year's book are and what generalizations can be made as to the movement which it sums up and the prophecies it makes for the future. No issue of the *Publishers' Weekly* is received year by year with quite the same anticipation as the Fall Announcement Number, not merely because it marks the opening of the most active season in book sales, but because it gives opportunity, thru its index and advertisements, to study in relative completeness the plans that have been made by a hundred various publishers to fit the demands of current book interest. Probably no two people would leaf thru these book announcements with the same deductions, yet each will find his own pleasure and profit in such generalizations as he can make.

In total bulk the number of titles announced for the fall of 1928, exceeds that of any publishing season. The total of books listed in the index is the largest that the *Publishers' Weekly* has gathered and indexed in any one year. For the first few months of the year the output of titles seemed to hold about even with the previous season, but, with the coming of this fall, a largely increased number of books are to come from the presses to match the new extension of book use, the greater variety of book markets and the growth of book outlets.

If there is any type of reader that does not find hopes realized in this season, we cannot imagine from a study of the Fall Announcement Number, what that interest can be. Undoubtedly the outstanding feature of publishing of the last four or five years has been the increased interest in biography, and one turns thru the announcements eagerly to see whether new themes of interest have been found. We believe it will be the report of everyone who studies the lists that readers of biography are to be tempted more than ever by the variety of the subject and the quality of the material presented. If biography is to take a less conspicuous place in public interest, the slant down is not to begin this season—there are too many good titles.

Simultaneously with biographical interest, there has been the growth in reading of books of science, and this, too, is being adequately continued. In fact, it may safely be prophesied that the interest in the reading of scientific subjects well presented is only beginning. Travel books, also, have certainly not been neglected, and one observes many volumes that interpret foreign countries from other points of view than that of the sightseer. Then there is a good representation of books of economic and racial analysis, which points to the fact that America's interest in foreign countries is not to be of merely surface variety. Books of religious or philosophical character are pres-

ent on the lists of most large publishers, titles that promise well for good bookstore sales.

It is interesting to notice how many publishers have books on aviation, and here is a group of books with a continually growing audience. The impulse given in 1927 and 1928, to the popular interest in aviation will be felt for a decade or more.

Books in the field of fine arts and music seem to be broadening in their scope, and probably more and more bookstores are finding that there is more demand for them. The emphasis on *new* art, *new* music, *new* stage practice is calling to the attention of many people the fact that there is discussion on these subjects that they ought to be keeping up with.

The educational institutions and libraries of the country have for several years been emphasizing their programs of adult education, and this is being reflected in the books that are coming to the front. Perhaps people are not so much trying formally to take up neglected subjects as they are to extend their knowledge of subjects partly understood, and it is a program for the spread of The New Knowledge rather than of formal education that is going on.

Seldom have we seen a year when there have been so many substantial new editions of well-known books as in this fall list, not merely out-of-the-way classics revived for small distribution but substantial books printed in a substantial and attractive way, books that needed to be reinterpreted by the printer's and publisher's art to new generations of readers. Evidently people are building up libraries of worth-while books and booksellers and publishers are finding it important to anticipate this demand. Most of these editions have been made with great care as to typography, illustration and presswork. It is similarly interesting that the collector who has to begin with more modest books and who wants to buy a book of substantial character at a negligible price is also being served at this time, and the activity in the field of the dollar book, both fiction and non-fiction, is very noticeable.

For those who want books not only well made but made with all the resources of the best printing intelligence there are announcements of unusual interest, and many firms are specializing in this type of publication; others are emphasizing fine book making in various ways.

Some will look at the fall announcements with a critical eye and say, "See all these books that will be as but the snow of yesterday. Why this excitement about new publications?" But the bookman born to the field never gets over the thrill of the fall season, of staking his acumen and intelligence against the problem of forecasts, knowing that many of them will fail and realizing that the book has a function for to-day as well as for to-morrow, that it is an interpreter of the day as well as source material for the future.

A Bookseller's Calendar

SEPTEMBER

Schools and Colleges Open—Churches Begin Their Varied Activities

OCTOBER

Clubs Begin Season's Programs—Lectures Series and Radio Stimulate Books—Longer Evenings Increase Home Reading

NOVEMBER

New Book Publishing and Advertising Reaches Height
Children's Book Week, 11th to 17th
Fore-handed Shoppers Buy for Christmas

DECEMBER

Everybody's Month of Bookshopping

Bookshops—How to Run Them

Ruth Brown Park

In Collaboration with the Staff of Doubleday, Doran Book Shops, Inc.

CHAPTER V

Buying

BECAUSE buying can either make or break a shop, it is one of the biggest problems confronting any bookseller. Good buying from the start will lay the solid foundations of a store, but bad buying will undermine it almost immediately. Therefore, good buying is imperative. To give as many practical working suggestions for good buying as possible we have interviewed seven or eight successful book buyers and made the following digest of their opinions:

First and foremost some well-conceived purchase budget estimate should be the guiding star of every buyer. This you have compiled for yourself carefully, either thru following the scientific methods suggested by Cedric Crowell, in his pamphlet "Accounts and Records," published by the National Association of Book Publishers, or by some other equally effective method already known to you. But no matter what method you have embraced, this budget has estimated accurately the amount of average stock necessary for the particular neighborhood in which your shop is operating; the money you will need to spend each month, in order to keep your stock at that desired amount; and the amount of goods you must sell each month to warrant the expenditure of that money; then, the profit you must make each year, in order to run a paying business. Not to confine yourself to this estimate, insuring a balanced amount of stock and capital on hand, is to court sure financial ruin. Not to know every day and every hour, the exact relationship between the books on your shelves, your probable sales and the money in your bank, is the first step toward that least desirable of all states, bankruptcy. Therefore, once you have a working budget stick to it with an adherence that reminds one of the plasters Johnson and Johnson so ably manufacture. Refuse to be pleasantly imaginative. Cling with grim determination to your mapped-out financial course. In the end you will thank your stars for your determination and incidentally add a substantial balance in your bank book.

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Don't Buy More Than You Can Sell

Now, following your budget closely, the next step is to stretch it to the limit of its earning capacity. Anyone can jog along, hit or miss, merely ordering books, but it is the person who buys with the ferret's eye for profit who is outstanding.

Having estimated accurately the amount you may spend, good buying means getting at the lowest price available the books you can sell quickest to the most satisfied group of customers.

Bad buying is stocking up with books which do not meet customers' tastes and which therefore have a slow turnover.

Technically, turnover is the relation of the cost price of books sold annually to the average cost price of books on hand.

"Here to-day, gone to-morrow." That is fast turnover. And in turnover lies the real profit. Leftover is the loss. But while handling books which move rapidly do not neglect the stock, which has an essentially slower turnover but which must be carried. Every store must have a representative stock to succeed.

"The poor are ever with us." Poor selections for your clientèle produce slow turnover. Slow turnover is money tied up in books which ought to be realized money invested in other books.

Desired book turnover is money rolling

in from sales of books turned from three and a half to four times a year to be reinvested in further fast turnover timber.

A buyer should equip himself with every weapon necessary for good buying. These are some of the suggestions: Magazines which forecast styles in reading; publishers' announcements which foretell the whole market story; *The Publishers' Weekly*, 62 West 45th Street, New York City, which also forecasts books; general newspaper reading which reveals current matters of moment; theater and movie going, which reflect the present popular public taste; reading advance copies of books when furnished by publishers; close study of cumulative daily and monthly reports—(what were last year's sales? Is business ahead or behind last year?); notebooks with seasonal buying reminders.

Card Record of Stock

Author							
Title				Subject	Fiction		
Edition							
Publisher				Selling Price			2.00
Date		12-5-5	12-20-5	1-1-6			
Stock		2	2	1			
Date	11-5-5	12-6-5	12-20-5				
Order	25	50	15	1			
Discount	(*whatever it is for each purchase*)						
Date							
Stock							
Date							
Order							
Discount							

Another invaluable weapon is the file order card used by many successful buyers, which tells the complete story of their buying. This is a library card filed alphabetically by the author's surname under his proper publisher, with one book title to a card, also alphabetically arranged. On this card is a place to enter the date and number of copies ordered on a certain day, and also, when checking, a place to note the exact number in stock on that particular day. In this way the plain history of the book is before you without any imaginative estimates. There are several advantages to this: First, suppose a publishers' salesman comes in to see you. He has a new novel to show you. He asks on the strength of the author's last novel that you buy, say, one hundred copies. You take out this author's card. You bought fifty copies of his last book and still have ten left. You present the card to the salesman. What better evidence do you need to prove to him that you cannot use one hundred copies this year? This card silences all arguments. Then, this card is a good stock trainer for your clerks. As they check it with the stock they become familiar with titles they might otherwise have missed.

These cards also tell many buying tales for your own private information. They show, perhaps, that short stories do not sell well in your shop, but romantic novels make good money. Biography is, perhaps, a poor seller for you, but travel books are in demand. Perhaps poetry is steadily advancing, while science books are moving more slowly. The story is there before you for all branches—in the orders and reorders indicated. Watch the matter of reorders most carefully. *Beware* of them. The favorite book of one day—and by that I mean the favorite book of either clerk or reader—is pushed aside by the new favorite of another day. For this reason, go cautiously.

Now, knowing where you stand financially, what you have spent, what you have left to spend, and having records of what is selling and what is not, the next step is to analyze your shop from the ground up. Sitting back behind your desk while your shop is in full working swing, take time out to consider what your shop stands for on that day, at the very moment you are considering it. First, what is the general personality of the shop? Is this personality compatible with the locality in which the shop stands? Is it too commercial, perhaps, for that neighborhood, or not commercial enough? What kind of people is it attracting, and are the books, in keeping with those people? Or *are* you attracting people? If not, what do the people passing look as if they *would* buy? What would make them comers-in, not passers-by? Are your clerks the kind of clerks for your store's neighborhood? Are their personalities in keeping with your customers'? Are you getting suggestions from your clerks? Are your "want" and "short" slips from them adequate? And are you studying these slips like a hawk in order to gauge your public's needs? A careful digest of these slips may prove your buying to be all wrong. The character of your shop may not be right for your neighborhood. It may have been right last year and the year before, but not this. One buyer tells us that only by anticipating the yearly

change in the personality of her store has been able to make a continuous financial success. This same buyer says, "Be objective, not subjective in your buying." In other words, get your customer's personality into your shop—your customer's taste—not your own. If your customer's taste is for caviar in reading, all right, have caviar. If not—even tho you yourself be a caviar fiend—lay off. Only as you feel the pulse of your public's desires, will you be a real buyer.

Having formulated your idea of what your patrons want, you are now face to face with actual buying. The publisher's representative, his salesman, is before you. Probably you have certain general subconscious feelings about the firm he represents. The books they publish are the de-luxe or the bread-and-butter books of the trade. They are of high or low literary status. As publishers they are satisfactory partners, giving fair discounts, or they are the less satisfactory, with whom to go slow. Then, too, you have certain ideas about the salesmen themselves: Are they oversellers, trying to force things on you which make your stock topheavy? Or are they honest and accurate estimators of what you can actually do with their books? Have you confidence in them, or do you have to divide what they say by half? This is for you to decide, but decide impersonally without being swayed by complimentary lunches and fancy cigarette tributes. If you do not, you may be "stuck" when least you expect it. It may even be a conscientious salesman who tries to advise you. But, conscientious or not, always act on your own best judgment, for either you know more about your business than an outsider or you ought not to be head of that business. Always ask them the following questions: What display material are you going to furnish? What publicity matter in the way of circular or imprinted post cards? What special promotion advertising? What local advertising and how much? And an added word of caution: Do not become wildly enthusiastic over one publisher's list, spending all your allowance at one clip. Remember, there are many representative books coming from all the other publishers. And at Christmas time guard against overstocking. Call to mind that the market for selling is reduced by half after the holidays. Then, how can any buyer anticipate too far ahead how the public trend of taste will go?

Sometimes a reprint has tremendous merchandising possibilities, and if properly handled can be promoted without necessaril cheapening a shop. One small book shop sold more than a thousand copies of the *Sorrell and Son* reprint.

When once you have decided a book has some selling possibilities for you, the following questions will be well worth asking yourself: Is it well made? Has it a selling jacket? Is it too long a book or too short, for the subject it covers? Has the subject been overdone recently? Is the author well known? Is the subject a popular one? Is it timely? Is it too high priced? Is it in the present literary vogue? Is it your shop's type? Do you like it personally or do you see it objectively? Will it carry itself by its own momentum or will you have to push it all the time? Will it have merely flashing popularity or will it increase in popularity as it ages? Will your clerks like it and push it? Has a successful or an unsuccessful movie been done of it? Has it been published serially? What did the last book by the same author do? Will the book be backed by advertising? How much? What does this publisher do to help you sell his books? Do you have to carry him or does he carry himself? Are you overstocked in this subject? Or is this book the most representative of a wide group on this subject? Having asked yourself these questions and having decided that the book stands up under them, the next move is to secure the number you desire at the best possible discount.

When buying miscellaneous books, especially art books, fine bindings, et cetera, ask yourself, To whom can I sell this book? Will Mr. X want it? Your customer list will help you particularly in this.

Right here a word should be said about *adequate* ordering. Some buyers order in driblets, losing their best discount and incurring endless red tape for themselves and the publishers. Make your initial order on any plausible book adequate for thirty days, thereby earning the largest possible discount and cutting down constant order routine. Of course, no one urges plunging on a book to save a few cents discount—two or three unsold copies can knock the eye out of any profit to be gained this way. But looking ahead and judging sanely is every

shrewd buyer's task. Otherwise you may find yourself out of stock on a book of which the publisher is also out of stock. Then, of course, you would have to try to get the book through a jobber, thereby losing your best discount. Also, it is best to remember the very popular titles of perhaps six months previous. You should keep at least one copy in stock, as there is usually a straggling demand for them.

The "plug" is that eyesore on the shelf which will not turn itself into realized money. It is the poor relation of your stock, which hangs on indefinitely and furnishes nothing to the material profit of your organization. What to do with it? Let it linger on permanently, growing age-worn with handling and dust, or get rid of it at one fell swoop? There is a general feeling among buyers that getting rid of it is the only method. Simply say to yourself, "Here it is. It's my mistake. There's only one thing to do with it." Then have a markdown sale. Stack these blights in a pile and sell them for a song. But before stacking perform just one last rite: Give your wallflower an appraising farewell look. And do this in order that you may analyze just what constituted your mistake in this case. It isn't the fact that you made the mistake. Some buying mistakes are expected of all buyers. It is the fact that you may make them again that counts. So, to avoid this, analyze and ask yourself the following questions about the book: Was the jacket unsalable? Was the author unknown? Was the subject unpopular? Was the story unpleasant? Was the salesman overpersuasive? Did you have you clerks read it and try to push it? Did you read it yourself and get behind it? How much advertising did the publisher give it? Was it reviewed properly? Did you display it properly? Had it run serially? Was it the wrong type for your neighborhood? Was the author exploited without any real merit? Was the author's past book a "flop"? Did you overbuy on the book—or did you reorder too many? Did you avail yourself of the opportunity to return the book, if it was returnable under some special arrangement?

Then, to continue: Was the book cheaply made? Was the price wrong? Did the discount lure get you? Was it perhaps an importation which you had failed to bring to some collector's attention? From out the maze of all these questions you will find one or perhaps many answers which will fit the case—and when you have, you have gone a long way toward eliminating the possibility of making the same mistake again.

However, there is one remedy which we have to offer before leaving entirely this subject of book "plugs." That is—the clerk as the "plug" doctor. We believe if buyers would take infinite pains to furnish clerks with selling remedies for books, those clerks could keep books from becoming "plugs," or, if they had "plug" tendencies could get rid of them before they became actual stickers. The trouble is that publishers' salesmen relate many salable points to buyers concerning their books which never reach the clerks' ears. This should not be so. A buyer should, when possible, let his clerks watch him buy. A buyer should consult his clerks as to what they believe they could do with a book. A buyer should work hand in glove with his employees, allowing them to share some of the responsibility of his buying. If a clerk has said he could sell a certain number of any book he will feel bound to push that book. One buyer we know not only works closely with his employees in buying, but has a special table in his store where all his incoming books are placed each morning before going into stock for the benefit of everyone who sells to see. Here, before business is under way, he gives all the information he can concerning these publications, and here the clerk fixes in his memory every new addition to the stock. The importance of familiarizing your clerks with your buys cannot be overestimated. To show them your orders before submitting them to the publishers gives a clerk an idea of what is coming in. Too, it is essential your special order clerk knows what has been bought. Otherwise, there may be duplicates.

As a final summary of the things necessary for successful buying we stress again the following:

Clear understanding and close adherence to a purchase budget.

Keen understanding of the public trend of tastes.

Searching analysis of the personality of your business.

Actual buying—*buying to sell.*

Buying accomplished, instruction of clerks in salable points of books.

The Author's Lecture

What to do and what not to do in bringing an author-lecturer to your locality

William B. Feakins

NOW that booksellers are more and more courageously branching out into the venture of bringing literary people to their towns and presenting them to their public as a means of not only increasing book sales but heightening the prestige and service of the bookstore to the community, it has been suggested that a lecture manager should describe the functions and service of a lecture-bureau and give such information as may assist the enterprising bookstore man in doing what others in their field are doing so creditably.

A lecture manager is rather like a publisher. He selects speakers of just the type and standing he wishes his firm to be recognized as sponsoring; he issues a catalog listing those speakers; and he broadcasts this catalog to the lecture-buying "trade"—the clubs, schools, colleges, lecture courses, and national associations.

This catalog is usually issued in the early spring as it is then that the big lecture courses in general begin to make up their programs for the following winter season. And it is in the spring that the wise bookseller-manager will request the literature of the various lecture bureaus and make his selections, as then the most favorable dates can be secured and time provided for working up plans—whether a course of five or six appearances is undertaken or one single event.

But in the fall, the lecture bureaus generally issue supplementary announcements listing speakers secured during the summer months, and the fall of the year is not too late for a beginning. As a matter of fact, if intelligently organized, a good meeting can be worked up in a month's time.

The most important thing, if you are thinking of starting on any venture of this kind, is to get in touch with the various lectures bureaus so that you will receive their literature and know who is available for you. Fees are to be ascertained only thru correspondence as fees are dependent on distance, time, character of meeting, etc. In writing for fees you should state definitely when you could use a lecturer, morning, afternoon or evening, the day or the week, the time of the year; the sort of meeting you have in mind—whether in your own bookshop (assuming this to be large enough to hold a sizable audience—perhaps on folding chairs—the book tables pushed back) or whether you plan to rent an auditorium and make a big thing of it. The more you can tell the lecture bureau about your plans, the more the bureau can intelligently cooperate with you.

You will find, in general, a readiness on the part of the bureaus to work with you and help you in getting started. You are a potential good client of the bureaus and they will help you to the best of their abilities.

Assuming now, that you have engaged a speaker for the evening of next January 10th. The speaker is the author of a book that has caught the public fancy. You have made a definite contract with the bureau representing that speaker. You have your place of meeting settled on; you have ascertained that there will be no big concert or convention or conflicting attraction in your city on that date—you found out about all these things before you accepted the date that was offered you; you have decided how many people you can get into your auditorium and the prices at which you will need to sell tickets in order to make money on the venture, and perhaps you have had your tickets printed and a notice prepared to hang in your shop window or on a prominent counter. It is too early to start your newspaper advertising, but not too early to send to your local newspapers a notice that arrangements have been made for presenting the distinguished speaker in your town.

Your main work between now and about

a month before the event, might well be in talking about the speaker, pushing his book or books, strenghtening local interest, getting printed in the newspapers little publicity stories about the speaker or the book. Your actual campaign for tickets sales should be concentrated into a period of about a month before the date.

Then, let us say in mid-December, you will start paid advertisements in your papers, perhaps one or two a week—gauging the amount of space and the frequency by the reactions you get; you will have window cards announcing the lecture distributed thruout the town in such stores as will extend this courtesy to you (these window cards—without the local imprinting which you must take care of yourself—will be sent you by the bureau); you will also send to your mailing list a circular about the speaker, announcing his date and subject and the price of tickets, and if you are wise, you will send these announcements to as many people in your town as possible, picking the names from the residential districts of your city directory or from your telephone book. These distribution circulars will be sent you by the bureau ready for your local imprint. You will also have a quantity of these on your counters. All tickets will be sold at your store and one clerk will have charge of this. In addition to your paid newspaper advertisements you will be able to get a certain amount of free publicity about the speaker and the event from your local papers.

If you watch your ticket sale carefully, keeping in mind that a large number of people will not buy until the last day, paying at the door—you will be able to govern your activities accordingly.

The day arrives, your speaker arrives, he is properly introduced by some leading townsman, he speaks, shakes hands after the meeting is over, autographs books for the enthusiasts, receives check for the stipulated fee, and depending on train schedules either leaves town directly or accepts the offered hospitality of some special patron or sponsor. In general it is wiser not to produce your author, for handshaking or autographing, except at the paid meeting. If introduced generally at the store before the meeting a good many people will satisfy their curiosity about the speaker there, and save buying tickets.

That, in principle, is about all there is to it. There are as many variations in the way of doing business as there are bureaus but your correspondence with each bureau will invariably inform you as to what different conditions you must meet. There are also other ways of working up a meeting, such as getting a local society or church group interested in your meeting, sponsoring it, perhaps, and putting the weight of its membership behind it. There are as many ways of doing a thing as there are people—but the main thing is that you, or anyone similarly situated can capitalize on this very laudable and human desire to meet the celebrity, can do good in your community, raise prestige—make money. In each step of our venture you will find that a reliable bureau is a reliable guide, whose experience is at your command.

And last but not least, you will find that putting your public in contact with an author usually results in largely increasing the sales of his books. The writer remembers a few years ago when a noted English poet who then was not so well known, lectured at one of the Women's Colleges in the East on three successive Saturday afternoons. On the last day, if my memory serves me right, 240 copies of his collected edition were brought to him by admiring students for his autograph. When the same man lectured in a city on the Pacific Coast before the war, the local bookseller had not placed an advance order. The morning after the lecture, a telegram was received by the publishers, asking for 50 copies by express and a larger quantity to follow by freight.

A few years ago a book was offered to several publishers but was refused because "a war book would not sell" at that time. It was printed privately by one of the lecture bureaus and nearly 2,500 copies were sold as a result of the lectures that the author gave in various cities thruout the country and 2,000 more books were on the press when one of the publishers, who had originally refused to publish, gladly bought the plates and took over the copyright and several thousand copies were sold, the initial business being due to the lectures delivered by the author. The old-style bookman checked books out and took cash for them. The up-to-date bookman is a merchandiser of literature.

This Year's Author-Lecturers

THE list of authors who are represented on lecture bureau lists is an extended one. Following are some of the larger bureaus and their authors.

Charles I. Reid, 250 West 57th Street, New York, presents:

Count Ilya Tolstoy
Wilbur Hall
Sushama Tagore
Vicomtesse de la Jarrie
Augustus O. Thomas
Tien Lai Huang
Paul Theodore Frankl

The Lee Keedick Lecture Bureau, 475 Fifth Avenue, New York, announces:

Thornton Wilder
Count de Prorok
George A. Dorsey
John Cowper Powys
Lewis E. Lawes
Stoddard King
Beverley Nichols
S. S. McClure
Padraic Colum
Cecil Roberts
Claude Anet
M. H. H. Joachim
Hamlin Garland
Edwin Markham
Dr. Vincenzo Nitti
Eleanor Markell

William B. Feakins, Inc., Times Building, New York City, offers:

Halide Edib
Dr. Joseph K. Hart
John Tasker Howard
Edward Davison
Joseph Jastrow
Dhan Gopal Mukerji
Alfred Noyes
David Seabury
Linton Wells
Ernest Rhys
Albert Feuillerat
H. N. Brailsford
Louis Golding
John Macy
John Mulholland
Carl Sandburg
Ellery Walter

Leigh-Emmerich Lecture Bureaus, Inc., 11 West 42nd Street, New York, present:

Sherwood Anderson
Herbert Asbury
Silas Bent
Ernest Boyd
Boris Brasol
Lewis Browne
Floyd Dell
Will Durant
Max Eastman
Arthur Guiterman
Edwin Ware Hullinger
Frank R. Kent
Henry Kittredge Norton
Cornelia Stratton Parker
Donald Ogden Stewart
Michael Strange
Louis Untermeyer
John V. A. Weaver
Richard Curle
Rose Macaulay

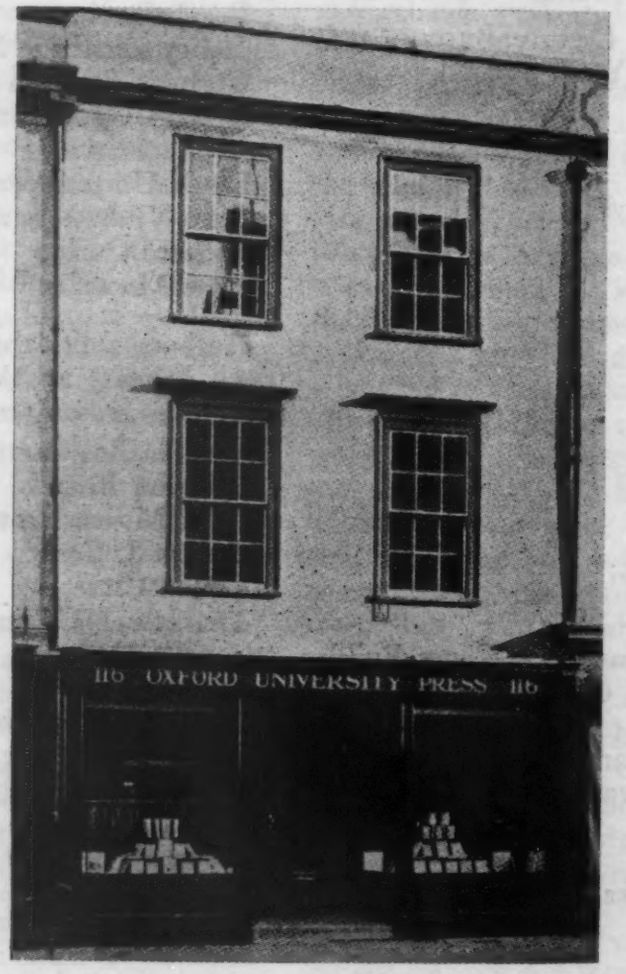
Authors under the management of The Pond Bureau, 25 West 43rd Street, New York, this season are:

Captain Bob Bartlett
William Beebe
John Mason Brown
Robert J. Casey
Upton Close
Dr. Joseph Collins
Amelia Earhart
Walter Prichard Eaton
W. W. Ellsworth
Harry A. Franck
Commander Fitzhugh Green
Don Marquis
Edna St. Vincent Millay
Herbert Parrish
Channing Pollock
Col. E. Alexander Powell
George Palmer Putnam
Ozark Ripley
Lennox Robinson
Margaret Sanger
W. B. Seabrook
Don Seitz
Wallace Thompson
Charles Hanson Towne
Carveth Wells

An American Booklover in Oxford Bookshops

May Lamberton Becker
Readers' Guide of the Saturday Review of Literature

ALL roads in Oxford lead toward bookshops, tho these may not be set down upon the map in the sixpenny guides, nor even figure among the reticent and haughty business cards that fill the advertising pages of these pamphlets. But it is not difficult to find the bookshops, hide they ever so neatly; generations of booklovers have worn invisible channels thru the air in their directions, so that a booklover at all sensitive may at any moment feel his feet in one, and, thus caught in the current, be led sweetly to some bookstored building. Thus as he turns into the Turl he may feel the pull of Parker's, and look up to find himself nearing a window dark with old books and rich with fine bindings—so old and so rich a shop window indeed that he will be surprised to find this elderly and prosperous establishment burrowing into the middle of the block, turning on an L and coming out on Broad Street in a shop-front of unexpected and almost disconcerting modernity. Thus, sensing in the air that there must be something book-shoppish back of the Mitre, he dives down a side-street and comes upon the Davenant Book Shop, whereunder, if he did but know it, is a fifteenth-Century vault in perfect preservation, whose original purpose, whether ecclesiastical or secular, no one can now determine. They keep cheap books in it now, volumes already somewhat frowsy from the stalls, for after all a fifteenth century vault cannot be expected to leave off a life-habit of mould, even in the interests of the book-trade.



The University Press Show Room in High Street, Oxford

To be sure some of the bookshops need no searching-out, being on the High Street, in the full rush and clamor of Oxford trade. There is for instance, the honest tradesman that has been for a lifetime standing solid by the Mitre Hotel, convenient for post-cards; up the road is ecclesiastical Mowbray's, with golden vessels in the middle show-window, more religious and philosophical literature than you knew was in the world ranged on shelves and tables on the ground floor, and an exhibition of ecclesiastical arts and crafts established in permanence upstairs. There is the bright abode of the Oxford Univer-

A Map of Broad Street, Oxford, With Blackwell's, indicated, across the street from the Sheldonian Theatre

sity Press Show-Room, at 116 High Street; the Delegates realized that the publications of this press—which combines in the most sprightly manner the prestige of antiquity and the progressiveness of modernity—would be too many for any one bookshop in the town to display and too important not to be displayed before those teachers and students whose branches they serve. An ordinary bookshop keeps, quite naturally, to new books and those in steady demand; at the show-room of the University Press you may see anything you find in their catalog. It fills three floors, and the books are arranged by subject and cover every subject imaginable.

If it has not quite the charm of the London establishment, which makes a little world of learning under the shadow of St. Paul's, it is only because this shop is out in the open and that is tucked tidily into the charmed quiet of Amen House. It has, however, the same persuasive effect upon me. It is curious how differently we regard the bookshop from shops that supply other needs in their own way just as pressing. If I am ever so hungry I do not greet the butcher with glad cries as I enter his place and spy upon the slab the life-giving beefsteak; I do not thank him with honest emotion for permitting me to buy the humble necessary tripe. But if I am sufficiently hungry for a certain book, and there I see it on the counter at a price that does not quite wreck me, it is with difficulty I keep my gratitude out of my voice (and I do not even try to keep it out of my mind) for the gentleman who lets me for a consideration take away from him, say a copy of Purcell's "Dido and Aeneas," which I had no idea could be procured for three-and-six. One reason for this may be that books reach us direct from the hand of the bookseller, whereas the chops go to the cook and are relayed to us by the waiter; perhaps we extend to the bookseller—or should do so—the gratitude that often works to the waiter's advantage when we have been well-fed.

But in Oxford I had an objective point: I had come to see with my own eyes the shop of Basil Blackwell. The way to find it is to go to the Sheldonian Theatre, where degrees are taken and prize-poems recited, a building recognizable to the outsider from the presence, on pillars round about it, of some of the most unpropitious and beetling busts ever carved by man. They are too large for their bases, they wear togas and most of their features are worn away; their very identities have long been lost, but the deeper the mystery and the flatter their noses the harder they glare. They glare across into the windows of Blackwell's, now grown to fill a wide blue-fronted building with deep old bow-windows. On either side it is cut from the buildings nearest by narrow slits of lanes, in which street lamps

of ancient shape are lighted early in the afternoon, and from whose windows drifts of flowers hang blossoming down the walls. Blackwell's is the sort of building one could never build; it must have grown kindly thru many years.

It had grown already to be a building of some importance when the present owner was born in it. This event took place in one of the offices upstairs, then a living-room; Mr. Blackwell's own office now was the parlor then, and from its long low windows he could watch as a little boy the circus come into town in procession, always with a Britannia perched insecurely upon a chariot and always with undergraduates showering her with lumps of white sugar saved for the purpose from dinner. The day of this rough confetti has gone with the rougher circuses, and the most violent exercise now taken by many of the undergraduates is the "Blackwell Crawl," said by local authorities to occupy very well the awkward interval after a luncheon party and before one may decently appear at tea. Undergraduate or not, you may look over any book at Blackwell's and no one will ask you if you ever intend to buy; no one will disturb you at all, indeed, and you may dip and dip again until you need someone to wait upon you, when someone of unusual intelligence will be miraculously at hand. It is said that generations of undergraduates have thus done their reading there, but Mr. Blackwell says he finds that somehow the policy seems to pay in the long run.

If you were to go down into the mail-order department you would begin to see how and why it pays. From Oxford every year go out a great company of young men, to the ends of the earth. Blackwell's has been to them for four years the type and pattern of a bookshop, a "home from home," in the curious British phrase. When they find themselves governing India or opening up the Canadian wilderness or cultivating coffee in Kenya, they naturally send back to Blackwell's for their books, many books. Naturally, he does a mail-order business quite staggering. It must, of course, be quite apart from business done over the counter, and in some respects might be said to run counter to it, but both run with somewhat the sort of smoothness that assembles a Ford. This will not be taken as a compliment by anyone in Great Britain, but one who watches the way in which a library bought by this establishment is received here and how it is treated until the last of its volumes is distributed, must notice that nothing is left to chance. In the basement are shelved alcoves, one after another; the library goes intact into one of these to be cataloged, and then a process of sitting and redistribution moves it along until the last of its items is on a shelf, a stall, or a purchaser's account.

The interior arrangements of Blackwell's have evidently arisen from the growth, cell by cell, of the organism that is the house. At first it was one small room, said to be just large enough for Mr. Blackwell's father, one clerk and two customers; if another buyer came in one of the other two had to go out. Then the elder Blackwell married and took on the next house, and so, room after room, building after building, one extension after another, the business has built its home. So the eye takes in but a comparatively small space at a time, and the vision is everywhere bounded by bookcases; this is just what the bookworm—a creature thriving under enclosure and not without a tendency to agrophobia—finds most agreeable. The old arches of the original dwelling remain, half-way down the front room; between them is a central curved pillar no doubt built around something important like a staircase, but making an excellent surface for encrustation with shelves. Every inch of wall or other space is lined; even where there are jogs in side-walls or beside windows, cords lie flat against the surface, holding pamphlets and maps. This is, by the way, the best way I have seen of displaying pamphlets and other unaccommodating pieces of print. On the central curve are gift books, fine bindings and other elegancies; a few feet away shilling second-hands rise to the ceiling as you enter the left-hand door; to the right are tiers of travel and tables of plays; psychology lurks under the stairs and at the foot of a winding stair a sign points upward for foreign theology. Should you follow it you would find along your way a specialist embedded in orientalia. Keep on towards the back and you come upon the oval galleried room for books gray with the patina of time and aromatic as a good musty library. The whole place looks rather more like a library than a bookshop, once you get past the

bright jackets of the front-room shelves; the main difference being that there are chairs for readers. I have always believed that the ideal bookshop should make its customers completely at ease in their minds and slightly uncomfortable in their bodies; I can see no reason either for putting a customer into an arm-chair or for bothering him in or out of one.

I have been talking all this time, of course, of Blackwell's bookshop, and not of the publishing house of Basil Blackwell, either at 49 Broad Street, next-door, or at the Shakespeare Head Press, Stratford-upon-Avon, but I did come in contact with the latter enterprise for a brief and exciting moment in Mr. Blackwell's office when I was permitted to look over the copy of "Froissart's Cronycles" newly printed from the original edition of 1523-1525, specially prepared for King George—who had already subscribed for one of the sets—and on this day awaiting the binder. Within a week of its announcement this marvellous work was oversubscribed—it is the sort of book that looks quite too good to be possible. But publishing is a department outside the field of these letters; treating this as a bookshop only, it is an institution. It has developed a consummate technique in the art of letting a customer alone, which involves a magic faculty for bearing him company if and when he wants it. It will get you any book you want, however little it may cost. Beside its cash-desk is a box inviting suggestions and criticisms. I have none to make. Oh yes, I do have one. The shop is far too far away from 82 Morningside Avenue, New York City.

A One-Book Window

Only the jacket of a book was used in this attractive window display of the Stokes book "My Wife Poor Wretch" made by Dutton's Bookstore on Fifth Avenue in New York. The brick wall background effect was obtained thru the use of Dutton's Summer Book boxes. The cut-out of Samuel Pepys, appropriately reading the book, was made by Frank Howard, who trimmed the window

THE Publishers' Weekly
The American Book Trade Journal

Founded by F. Leypoldt

EDITORS
R. R. Bowker F. G. Melcher

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I HOLD every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto. —Bacon.

The Trade Paper

"CORRECT style forecasting," says an editorial, "does not depend on the inspiration of articles or any supernatural gifts on the part of the forecaster. It is simply a question of good judgment backed up by experience and adequate sources of information." It might be truthfully said that book forecasting is not very different in its problem from style forecasting. In fact, it is a sort of style forecasting, and, as with style, what is needed is good judgment backed by experience and adequate sources of information. The editors of *Publishers' Weekly* conceive that the function of a booktrade paper is to help the booktrade broaden its experience thru a knowledge of what others are doing and to put it in touch with adequate sources of information. The *Publishers' Weekly* has for years kept an ear to the ground and printed in its columns not only the immediate happenings that are affecting trends of public interest in books, but also a discussion of broad movements which are now affecting and will steadily affect the demand for reading.

No bookseller can be satisfied with his own experiences, but he needs to compare his experience with that of others and the trade paper brings to him that exchange of tested practice. He cannot travel extensively thru other shops and the trade paper must bring him the story of progress. He cannot expect to read all the discussions in the daily, weekly and monthly press which are pointing to new tendencies in book interests, but it is the function of the trade paper to winnow scores of periodicals and thus let the information which comes from those sources be of wide service thru the weekly reading of thousands of readers. The sale and the use of books has increased to a notable extent in the last decade, and the accurate judgment of the bookseller, helped, we firmly believe, by the increasing value of the trade paper, has played a successful part in this important movement.

The Name of "Stationer"

THE word "stationer" has become so closely connected with the handling of paper and office supplies that we use the word without stopping to think of its meaning or how the word should have been connected with that industry. A recent discussion in the English *Publisher and Bookseller* suggests that there are two possible explanations of the meaning of the word. One explanation is that "In pre-reformation days the precincts of old St. Paul's (what is now St. Paul's Churchyard) were owned by the Dean and Chapter who let out plots which were called "stations to stall holders for the sale of paper, pens, ink and the like. The dealers became known as 'stationers' and what they sold as 'stationery.' In that period the clergy and members of conventual establishments comprised by far the greater number of those able to write. It is interesting to note that Stationers' Hall was situated on the border of the old Churchyard." This explanation is a new one that has been recently offered, but it was pointed out by the editors of *The Publisher and Bookseller* that the chief business of stationers at the time of the foundation of the Stationers' Company was to sell books.

In the days before printing was invented the stationari were the people who copied the books while the librarii sold them. But after the invention of printing the name "stationer" meant the man who sold books. In 1582 Barber refers to " 'stacioners' which have and partly to this daye do use

to buye their bookes in grosse of the saide printers to bynde them up and sell them in their shops." In 1577 Queen Elizabeth granted licences to print certain books to persons who were not freemen of city companies. This led to a protest by the Stationers' Company in which occurs a reference to others who "do lyve by bookselling."

Another explanation is that the handlers of office supplies have borrowed a name plate that by all historical record belongs to the dealers in books.

Second-Hand Bookshops

A SCOTTISH journalist, commenting on bookselling conditions, said recently: "I have a grudge against any extensions and improvements of the city that involve the disappearance of their old second-hand bookshops. Old bookshops are necessary to civilization, and, from my point of view, there cannot be too many."

But from another point of view, we have a travel letter from Ernest Dawson, the Los Angeles bookseller in the field of the old and rare, who deplores the fact that so many of the English second-hand bookstores are far behind stores on the Continent in physical equipment, and he found that better equipment and more light did not necessarily mean a higher price. It may well be that the sentimentalist has had his day in the second-hand field and that quarters not too expensive but still ample and well lighted can be found for the conducting of the second-hand book business, and thus customers may make their searches at their leisure and probably with better total results for their collections and for the trade in general.

NOTICE

Extra copies of this Fall Announcement Number will be supplied at 25c. in paper covers, or 75c. in cloth binding. As a reference tool it will be needed daily by your salespeople for the rest of the year.

Authors As Voters

WHILE bankers and business men, undergraduates and women's clubs are being organized for the political canvass, it is interesting to see that the authors come in for their part. In a recent news release we have the story of 147 well-known writers, under the chairmanship of Owen Johnson, who have organized to give aid to Governor Smith.

The authors' chief business interest in a new administration might be expected to be copyright, but that matter has not yet been erected into a national problem and the manufacturers, laboring men, and farmers will continue to get more attention in the public speeches than the creative artists. Probably one candidate is as likely as the other to give support to this fundamental author's need. So far, in Washington the word has been that when the different groups interested in literary property can bring in a bill on which they are unanimously agreed there will be good reason to expect action. Sound copyright is so vital a matter that it ought, in some way to be carried out into a broader public interest. It is the foundation of creative productiveness, and without it, billion dollar industries of newspapers and periodicals, music, stage, moving picture and book publishing would be on a precarious foundation, indeed.

Books Are Necessary

THERE is no doubt in the *Publishers' Circular's* mind as to whether or not books are a necessity. In an editorial we read: "Of course, books are necessary. It is only the fool who says they are not. Perhaps that is too severe a remark, for, mayhap, many people to-day don't think they are, because they have never given the matter much consideration. Here then, as we have so often said, is need for training, and in this direction no one is better able to help on the education of the people, and especially young people, concerning the desirablity of possessing, as well as reading books, than the bookseller. Organizations can do, and are doing, valuable work in this direction, but the greater and more effective work is to be done by the bookseller, who is the vital link between the book and the public."

August Best Sellers

THE long lead of "The Bridge of San Luis Rey" was broken when "Swan Song" took first place on the Best Seller List of last month compiled by *Books of the Month.* The new novel about the Geste brothers jumped immediately into third place. "Beau Ideal" by P. C. Wren tells of a young American who goes to Africa to rescue John Geste from the penal battalion of the French Foreign Legion. "Brook Evans" gained in popularity, going two steps higher on the list. "Tide of Empire," Peter B. Kyne's new novel of the Gold Rush days appears at seventh place. Another new title, also an historic novel is eight. This is "With Malice Toward None," in which Honoré Willsie Morrow continues the portrait of Lincoln begun in "Forever Free."

Kathleen Norris' new book "The Foolish Virgin" just missed a place among the first ten. A novel that has been out some time, but whose sales showed a big gain last month is "Show Girl" by J. P. McEvoy. "Spider Boy" by Carl Van Vechten was out too short a time to make the list, but it is a good candidate. "The Mystery of the Blue Train" by Agatha Christie and "The Happy Mountain" by Maristan Chapman were other novels that showed best seller promise during August.

"Disraeli" is still first on the non-fiction list, but it had an extremely close rival in "Strange Interlude," which made second place. "Poems in Praise of Practically Nothing is still going strong, reaching fourth place during August. "Napoleon," one of the oldest books on the list made a big leap last month from tenth place to sixth. "Mother India," another steady best seller for many months, went up from eight to seven. "Skyward" reappeared at ninth place. "John Brown's Body" by Stephen Vincent Benét was a potential best seller but it had not been out long enough to reach the top ten. Another book with promising sales was "Adventures of an African Slaver" by Theodore Canot.

As to sectional differences, "Brook Evans" was about the most popular novel in the west. "The Age of Reason" and "With Malice Toward None" received very few votes from Southern stores, where Lincoln and evolution are apparently still unpopular. "Mother India" was strongly supported by sections other than the East. The second volume of "Trader Horn," however, received only one vote from the Far West.

Fiction

Galsworthy. "Swan Song." *Scribner.* $2.50.

Wilder. "The Bridge of San Luis Rey." *Boni.* $2.50.

Wren. "Beau Ideal." *Stokes.* $2.

Delmar. "Bad Girl." *Harcourt, Brace.* $2.50.

Glaspell. "Brook Evans." *Stokes.* $2.50.

Van Dine. "The Greene Murder Case." *Scribner.* $2.00.

Kyne. "Tide of Empire." *Cosmopolitan.* $2.50.

Gibbs. "The Age of Reason." *Doubleday, Doran.* $2.50.

Morrow. "With Malice Toward None." *Morrow.* $2.50.

Nicholson. "The Cavalier of Tennessee." *Bobbs-Merrill.* $2.50.

Non-Fiction.

Maurois. "Disraeli." *Appleton.* $3.00

O'Neill. "Strange Interlude." *Liveright.* $2.50.

Shaw. "The Intelligent Woman's Guide to Socialism and Capitalism." *Brentano's.* $3.00.

Hoffenstein. "Poems in Praise of Practically Nothing." *Liveright.* $2.00.

Ludwig. "The Son of Man." *Liveright.* $3.00.

Ludwig. "Napoleon." *Liveright.* $3.00

Mayo. "Mother India." *Harcourt Brace.* $3.75.

Parker. "Sunset Gun." *Liveright.* $2.00.

Byrd. "Skyward." *Putnam.* $3.50.

Horn & Lewis. "Trader Horn." vol. 2. *Simon & Schuster.* $3.50.

Important Copyright Tendencies

Six Suggestions Come Out of the Rome Conference That May Start New Developments in the Field of Literary and Artistic Property

AT the International Copyright Conference in Rome in May, these six important resolutions were passed which may point to the direction of copyright change in the near future.

This conference was the first in twenty years, a break having occurred in the ten-yearly plan because of the World War.

The revisions of the International Code were printed in the *Publishers' Weekly* of July—and the following six resolutions were not embodied in the code, but we suggested for the consideration of the signatory states in their national legislation:

Resolutions Passed by the Conference at Rome

I. Resolution in regard to the safeguarding of the Moral Right after the author's death. (Proposed by the Italian Delegation.)

The Conference recommends that the countries of the Union consider the possibility of introducing into their respective legislatures, where there are no provisions for it already, such enactments as will prevent an author's work, after his death, from being distorted, mutilated, or otherwise modified in a manner prejudicial to the reputation of the author, and to the interests of literature, science, and the arts.

II. Resolution in regard to lawful borrowings. (Proposed by the Delegation from the Netherlands.)

The Conference recommends that each legislature state precisely and clearly the limitations of the right to borrow.

III. Resolution in regard to the *"droit de suite."* (Proposed by the Belgian, French, and Italian Delegations.)

The Conference recommends that those countries of the Union, who have not yet made legislative provision for consecrating to the profit of artists an inalienable right to a share in the proceeds of successive transfers of their original works passing into public sale, consider the possibility of having the matter studied.

IV. Resolution in regard to a system for establishing the date of creation of literary, artistic and scientific works. (Proposed by the French Delegation.)

The Conference recommends that the countries of the Union consider taking measures which, without imposing any obligatory formality upon the authors, will give them an opportunity to establish either the date of their literary, artistic or scientific creations, for instance according to the system of the double envelope called the Soleau envelope, or their title under the jurisdiction of one of the countries of the Union.

V. Resolution in regard to the rights of performing artists. (Proposed by the Italian Delegation.)

The Conference recommends that the Governments which have participated in the work of the Conference consider the possibility of measures intended to safeguard the rights of performing artists.

VI. Resolution in regard to the unification of the Conventions of Union of Berne and of Buenos Ayres, revised at Havana. (Proposed by the Brazilian and French Delegations.)

The Conference, considering the identity of the general principles which dominate, and the ends toward which are tending the Berne Convention, revised at Berlin then at Rome, and the Convention signed by the American States at Buenos Ayres in 1910, then revised at Havana in February, 1928, noting the agreement of the greater part of the provisions of the two Conventions, recommends, in accord with the suggestions made by the Brazilian and the French Delegations, that on the one side the American Republics signatory to the Convention which the non-American states cannot join, follow Brazil's example in acceding to the Berne Convention revised at Rome; and on the other side, that all the governments interested should work together with a view to preparing a general agreement having as base the like rules of the two conventions and as object world unity of laws protecting creations of the intellect.

Bibliography, Practical, Enumerative, Historical

Reviewed by George Parker Winship

THE volume of "Enumerative" Bibliography, compiled by Messrs. Van Hoesen of Princeton and Walters of Minnesota, seems to be an effort to solve a problem which has bothered the letter-writers to the London *Times* for a year or more, by demonstrating that everybody is right. Bibliography, according to its contending partisans, is a much abused word, which each advocate would like to have restricted to his own particular practice. Two prolonged newspaper controversies did little more than force the skirmishers behind their breastworks, and show what they were quarrelling about.

This new contribution to the subject, for which Mr. Van Hoesen assumes the larger share of responsibility, is a most praiseworthy effort to smooth over all possible grounds for disagreement. There is nothing that anyone who has ever had to do with books, has thought of, which is excluded from consideration, and each phase of the subject receives an impartial share of attention.

The result is an encyclopaedic compendium, of a sort to prove of inestimable value at every public library information desk. There can scarcely be a bookish question, to which an answer cannot be found within these covers. Moreover, there is a supplementary boon for the harassed librarian, of a list of some 2200 books or articles wherein the inquisitive may seek additional knowledge. These range from essays on "The Study of Literature," "Writing of History," "Le Travail Intellectuel," "Business of Writing," "How to do Research Work," and "Reading a Vice or a Virtue," to 16 titles on Botany, 28 on Classical Studies, 20 on English, 42 on Art and Archaeology, 18 on Geography, 47 on Oriental Studies, and 13 on Philosophy. There are also very excellent sections on the history of printing, library history and resources, book plates, copyright and censorship, printers' ornaments, paper marks, etc. One word of caution to the users of these latter sections seems necessary, because the authors apparently read German more readily than either French or Italian, and it is hardly true that all the Continental articles worth consulting are in the former language. Similarly, the impression given by these lists, that very little has been printed by the English bibliographers of comparable importance to what has appeared in American publications, would not command universal professional agreement.

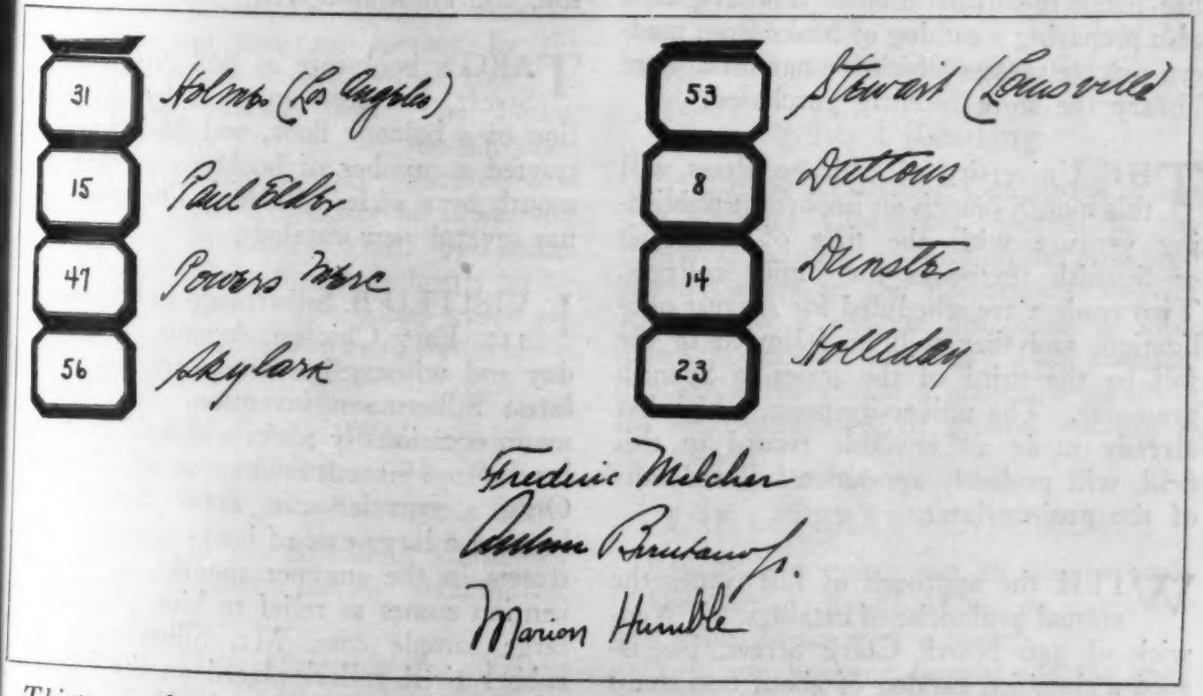
The Preface explains that the publishers, Charles Scribner's Sons, with their usual acumen, insisted that the proposed two volumes should be brought within one pair of covers. This was accomplished by an ingenious procedure, whereby the annotations to the titles in the Bibliographical Appendix were woven into the text which forms the body of the work. Reference numbers on nearly every sentence point the way to the source from which the statement is derived, and an extensive index usually, but not always, makes it possible to reverse the process, in order to learn what the authors think of list's titles.

Detailed criticism of a book which attempts so much, would be easy, but could not help being unfair. The volume grew out of Mr. Van Hoesen's notes for the classes which he has successfully conducted at Princeton, and reflects the multifarious interests of the students who flock to a course of this character. He then apparently tried earnestly to meet the wishes of the publishers, who knew that a lot of people are buying books on this general subject, and did not want to miss any of them. This explains in part why there is one thing which a diligent search has failed to find anywhere on these 532 pages; in the text selected from the words of a President of a great University and everywhere else the reader is directed to seek information in books, but never once is there a hint that it sometimes pays to think about what one reads.

Getting Millay by Lot

THE collector's interest in Edna St. Vincent Millay seems to have increased with every recent book, and when Harper & Brothers totaled the number of orders which they had received for the $50 edition of "The Buck in the Snow," limited to 30 copies, they found they had 131 orders from 64 different firms, that is, it was impossible to given even 1 copy to each different bookstore. In this predicament and desiring to be fair as possible to every account, it was decided to allot the copies by chance. Sixty-four numbers concealed in capsules were put into the hat, and they were drawn by Arthur Brentano, Jr., president of the American Booksellers' Association, Marion Humble, executive secretary of the National Association of Book Publishers, and Frederic Melcher, editor of the *Publishers' Weekly*. Each number represented a certain account, and, as they were drawn out, the order was taken from the pile and O. K.'d for shipment. The first number drawn by Miss Humble was photographed by a news bureau and it O. K.'d a copy to go to G. P. Putnam & Sons. The fortunate dealers included all kinds of stores from the Atlantic to the Pacific and from the Atlantic Monthly Bookshop in Boston to Marshall Field in Chicago and Holmes' Stores in Los Angeles. Of the $25 edition 469 were printed, for which orders were received for 1,030 copies. This will necessitate cutting down the orders pro rata, but every dealer who ordered will receive an allotment.

Arthur Brentano, Jr., Marion Humble and Frederic Melcher drawing the first lucky number from the hat



Thirty numbers on labels were drawn from the hat and pasted on a sheet the lower part of which shows with judges' signatures

Chicago Book News

Milton Fairman
Of the Chicago Evening Post

THE Argus book shop, which for the last six years has been located at 434 South Wabash Avenue, will open a new main store in the Standard club building within the next few weeks. Ben Abramson, owner of the Argus, has taken a ten-year lease on the premises for a term rental of $66,000. When it moves into its new quarters, the Argus will be a close neighbor of the Walden shop at 311 Plymouth Court, for altho the Argus' address will be 333 South Dearborn Street, the new store will run the width of the Standard club and will have a second entrance on Plymouth Court. The Wabash Avenue store will be continued as a branch of the Argus.

The opening of a new store is but another step in the development of the Argus in the last few years. Recently Mr. Abramson entered the publishing field, and he has announced for fall publication a new limited edition of Balzac's "Girl with the Golden Eyes" for which Donald Denton has made the illustrations. The Argus is also preparing a catalog of books from modern private presses which are part of a large library the store recently purchased.

THE University of Chicago Press will this month launch an important publishing venture with the first of its series of Spanish textbooks for junior colleges. Two readers are scheduled for August publication, and they will be followed in the fall by the third of the series, a Spanish grammar. The university press, which has already made an enviable record in this field, will probably announce fuller details of the project later.

WITH the approach of fall comes the annual avalanche of catalogs. J. Nedwick of 346 North Clark Street, has issued a classified catalog of about 600 items of Americana. Wright Howes of 1144 South Michigan Avenue, has issued No. 15 of what he calls his "Opportunity lists," containing general works, literature and Americana. Frank Rosengren of 609 North State Street, has two new catalogs: one of a collection of modern firsts and limited editions which he recently acquired, the other the "Clearance Price Bulletin," containing bargains in books of all kinds.

THERE are several interesting items due for publication this month by the University of Chicago Press, but at this writing my list has disappeared and they will have to wait until next month. However, I remember Walter S. Hunter has a new psychology, "Human Behavior," and Hilda L. Norman has a nicely turned out volume on cheats, rogues, etc., in French drama. I lent my copy of "Carter Harrison I," to a politician who confessed he had read but one book in his life—a biography of John L. Sullivan. He read the book in three sittings, and gave out the opinion that Dr. Claudius Johnson knew his Carter Harrison, and knew him well.

TARG'S bookstore at 808 North Clark Street, has been enlarged by the addition of a balcony floor, and Mr. Targ attracted a number of bookbuyers there last month by a series of sales. The store also has several new catalogs.

I VISITED B. Silbermann in his store at 117 East Chicago Avenue, the other day and witnessed a demonstration of the latest Silbermann invention. Mr. Silbermann occasionally packs a sample case and leaves to visit customers out of the city. Only a traveler can know the joy of lugging a large case of books along hot city streets in the summer months, so the invention comes as relief to him. Taking a large sample case, Mr. Silbermann had rubber tired rollers placed on the bottom. Now he wheels the case beside him as he walks. The total cost was about $25, and

altho he is not in the luggage business, I think Mr. Silbermann will furnish plans for the case, or will have one made, if any bookseller wishes to write him.

ALEXANDER GREENE is back in his shop in the Fine Arts' building after several months in France, Ireland and England, where he met a number of writers including many of his beloved Irishmen. During his trip he kept in touch with his Chicago friends thru a series of interesting letters in the Chicago *Evening Post* literary section. Whether or not Mr. Greene intended it, the series was good publicity for his shop. The letters were widely read, and at least two of his readers, who were unacquainted with his store, will pay him a visit now that he has returned.

TWO south side booksellers adopted novel ideas to increase their sales during the summer months. With every $5 purchase at his store, Burt Clark, 1459 East 57th Street, gave a coupon worth $1 in trade. Another store which is also in the University district, Woodworth's at 1311 East 57th Street, ran a number of 1 cent sales. Two books on the 25 cent tables would be 26 cents, etc.

Two New Reading Courses

THE *Reading With a Purpose Series* from the American Library Association carries its program further by the addition of two new volumes on topics of very current interest, one "The Young Child," by Bird T. Baldwin, for ten years Director of Child Welfare Research Station of the State University of Iowa, and the other on "Prehistoric Man," by George Grant MacCurdy, eminent authority on research in this field. The books which are recommended for supplementary reading are as follows:

The Young Child

"From Infancy to Childhood" by Richard M. Smith, Little, Brown, 1925. $1.25.

"The Health of the Runabout Child" by William Palmer Lucas, Macmillan, 1923. $1.75.

"Permanent Play Materials for Young Children" by Charlotte G. Garrison. Scribner, 1926. $1.25.

"A Practical Psychology of Babyhood" by Jessie Chase Fenton, Houghton, 1927. $3.50.

"Everyday Problems of the Everyday Child" by Douglas A. Thom, Appleton, 1927. $2.50.

"Guidance of Childhood and Youth" by Child Study Association of America, Macmillan, 1926. $1.50.

Prehistoric Man

"Concerning Man's Origin" by Sir Arthur Keith, Putnam, 1928. $2.

"The Corridors of Time" by Harold Peake and Herbert J. Fleure, Yale University Press, 1927, 4 vols. $8.00.

"The Dawn of European Civilization" by V. Gordon Childe, Knopf, 1925. $6.

"Our Early Ancestors" by Miles C. Burkitt, Macmillan, 1926. $2.50.

"Primitive Hearths in the Pyrenees" by Ruth Otis Sawtell and Ida Treat, Appleton, 1927. $3.

Prize for Copyright Study

NORTHWESTERN UNIVERSITY in its Law Department has offered a prize of $1,000 and a bronze medal with two prizes of $100 each as second prizes for the best essays or monographs received by March 1st 1929 on "Scientific Property," "that is, the extension of the patent or copyright laws so as to recognize a right, in the discoverer of a scientific principle, to some share of the profits. The law has hitherto not recognized such a right."

School Reading

THE Book Evaluation Committee of the Children's Librarians' Section of the American Library Association has now been granted space in the *Elementary English Review* for a regular discussion of children's books and reading. This arrangement in so influential a magazine points to the increasing place of general reading in the schools.

THE LITERARY INFLUENCE

SADIE: I'm going out to buy a book.

GERTIE: A Book! What on earth are you going to do with a book?

"Oh, my husband bought me the most wonderful reading lamp yesterday."

—*Life.*

In the Bookmarket

Carl Van Doren by Eva Herrmann. From The Bookmann

ON Tuesday evening, the 25th, J. P. McEvoy will produce over the radio a condensed dramatic and musical version of the Saga of Dixie Dugan. Dixie Dugan is well known as *Simon & Schuster's.* "Show Girl." The time is 9 o'clock and the National Broadcasting Company will broadcast the program from WEAF in New York, WEEI in Boston, WFI in Philadelphia, WRC in Washington and Stations with as alphabetical names all over the country. ❧ ❧ ❧ But the radio is not the only medium being employed by publishers. *Bobbs-Merrill* have had a phonograph record made by Moran and Mack, the Two Black Crows. The record which is being distributed to bookstores presents an amusing dialog by the Crows which does not fail to include mention of their book "The Two Black Crows in the A. E. F." by Charles Mack. ❧ ❧ ❧ *Rae D. Henkle,* also believing in the charms of music has had sheet music by Nell Martin printed for distribution. Miss Martin is the author of "Lord Byron of Broadway," the story of a successful writer of popular songs. In the story he writes a song called "Little Lost Lady." The lyrics of Miss Martin have been set to music by Harry Mills and the words and music of the song are being used as end-papers for the book. Radio Stations in New York, Chicago and Los Angeles have put it on their programs and an orchestral arrangement has been prepared. ❧ ❧ ❧

A new and revised edition of "A Mother's Letters To A Schoolmaster" published anonymously in 1923 by *Knopf* has just been issued. The author, it now becomes known, is Rita Scherman (Mrs. H. B. Berman). There is also to be a new, less expensive edition of "The London Perambulator" by James Bone. ❧ ❧ ❧ In response to a request for an inexpensive edition of "The Bible Unmasked" by Joseph Lewis, the *Free Thought Press Association* has printed a special edition of 1,000 copies to sell at $1.00. ❧ ❧ ❧ Marcus Dow, Inc. are the publishers of a new book that tells the story of street safety, "Stay Alive!" by Marcus Dow. ❧ ❧ ❧

Irita Van Doren by Eva Herrmann. From The Bookmann

Francis Brett Young, author of "The Key of Life" and "Love is Enough" (awarded the James Tait Black Memorial Prize in England last year) is sailing for the United States on the Carmania, October 27th. Mr. Young visited this country once before on a lecture tour. This time he will not lecture. *Knopf* is issuing his "My Brother Jonathan" in October. ❧ ❧ ❧ Ruth Suckow will return to New York next month from Iowa where she has been completing a new novel. ❧ ❧ ❧ I. W. Huntington, Jr., editor of "The Italian Biography" and "The Travelers' Book of Verse," *Holt,* sailed recently for Italy where he will spend a year. ❧ ❧ ❧ Alice Van Leer Carrick has sailed to rejoin her family in Spain. She completed arrangements before she left for the publication on October 27th of her "Shades of Our Ancestors: American Profiles and Profilists," a book about silhouettes which *Little, Brown* will issue. ❧ ❧ ❧ Samuel Chotzinoff is in Lake Placid finishing up his "Eroica, The Life of Beethoven" which *Simon & Schuster* will publish. ❧ ❧ ❧

The Doubleday, Doran Book Shops

have inaugurated a series of one man shows in the different shops representing the work of the most outstanding American illustrators. The first is an exhibition of the work of J. J. Lankes, probably America's most distinguished wood engraver. His show will be held at the Sunwise Turn Bookshop, October 17th to 29th, and in the library of the Barbizon, 819 Lexington Avenue, October 1st to 13th and at the Doubleday, Doran Book Shop at 526 Lexington Avenue from October 15th to 27th. Shows of different artists will be held all winter. Mr. Lankes will be followed by James Daugherty, who will exhibit oils and mural designs; Paul Honoré, whose plastic cement has revolutionized mural decorations; Baroness Dombrowski, the etcher long famous for her studies of animals; Edward A. Wilson, whose woodcuts of sailors rejoice every nautical heart; the Petershams, Miska and Maud, makers of riotously delightful children's books; Mahlon Blaine, the sailor-artist, whose crayon sketches in color are even more gorgeous than his illustrations for books; Elizabeth MacKinstry, who will exhibit some of her bronzes as well as her book illustrations; and Rockwell Kent, who has done more perhaps than any of his contemporaries toward the creating of a great American art of book making. These exhibitions will be open both afternoons and evenings. A schedule may be had at any of the Doubleday, Doran book shops.

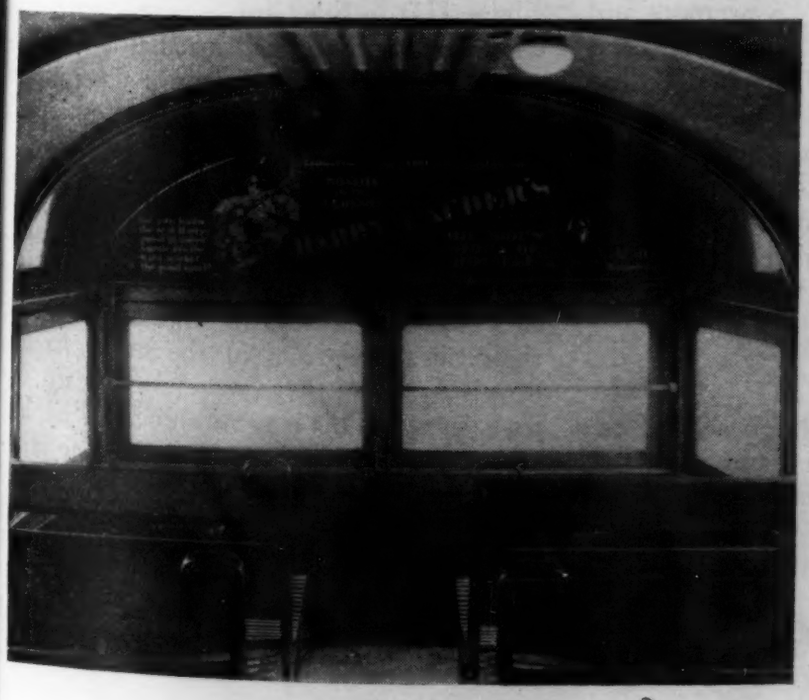
The book by Julian Ribera, translated by Eleanor Hague and Marion Leffingwell, announced for fall publication by the *Stanford University Press* under the title of "The Classic Music of Arabia and Spain" will appear under the title of "Music in Ancient Arabia and Spain."

The title which has been chosen for October as the *Crime Club* Selection is "The Prisoner in the Opal" by A. E. W. Mason. It will make its début on October 11th.

On the theory that Harry Lauder's autobiography "Roamin' in the Gloamin'" has an appeal to large groups of potential book buyers not regularly in touch with the established book mediums, *Lippincott* is using large space in one hundred and seventy Fifth Avenue buses beginning September 15th, publication day.

The card stretches across the entire front of the top of all the covered buses, six feet in length and sixteen inches high. The lettering is visibility proof and can be read from every seat. The actual cover jacket has been glued on the poster and shellacked over. The entire card is green with buff-white lettering.

The number of passengers on the buses has increased rapidly—the increase showing markedly among the prosperous class of passengers. It is estimated that 1,000,000 passengers per month ride on the top of the covered buses and that they are directly (as tourists) or indirectly, representative of every state in the country.



Poster in the Fifth Avenue Buses advertising Sir Harry Lauder's "Roamin' in the Gloamin'"

English Booktrade News

From Our London Correspondent

Cheap Editions

IN spite of what is being said to the contrary, there is no diminishing in the number of cheap editions of novels, both famous and second rate, on the English market. In our view the popular edition market is likely to extend as the years pass. Half-a-crown, 2/6, is the average price of these popular editions, but there must be a sale of several thousand copies to justify the price. As a matter of fact, the chances are that the economic price of a cheap edition is 3/6, because the cost of the materials which go into the making of a book still stand at a high figure. But there are tendencies for some easement in the cost of these materials, and we should not be surprised if before long the half-a-crown price is practically the highest price of popular editions. Some publishers, by cutting down the size of the page, and using a cheaper paper, are issuing editions at 2/-.

Book Marketing Board, Ltd.

The following information has just been issued by the new Company, to be called The Book Marketing Board, Ltd. It has a capital of £25,000 in £1 shares. The object of the company is: "To promote and encourage the sale of books, pamphlets, and literature of all kinds by the bookselling trade, and for this purpose to co-operate with booksellers, libraries and publishers in the interests of all parties engaged in book production and distribution, etc." It is a private company and the directors are Sir Ernest J. P. Benn, Bt. (Chairman) and Mr. H. J. Cape.

Fewer Bookshops

A writer in the *Scots Observer* said the other day that "I have a grudge against extensions and improvements that involve the disappearance of those dim old second-hand bookshops on whose shelves I have come upon many a treasure. . . . The art of bookselling, like that of angling, consists mainly in letting your prey alone. Old bookshops are necessary to civilization, and from my point of view there can't be too many of them. Is there no quarter in central Glasgow where they can be safe from garages, beauty parlors, sweeties hops and sixpenny bazaars?" The writer was, I think, speaking of bookshops in Scotland.

Hardy Biography

It is of interest to note, that in due course, we shall have what some of us will look eagerly forward to, an intimate biography of the late Thomas Hardy. Mrs. Thomas Hardy is writing it; in fact she has been engaged upon it for sometime. No one is better able than Mrs. Hardy to give us an account of the great Victorian novelist, and it was Mr. Hardy's desire that she should do it. She is a charming writer of experience, for she has written a number of delightful stories for children. After she became the wife of Thomas Hardy she did not write very much, as most of her time was devoted to the care of her great novelist husband. She was a charming hostess to Hardy's friends, and once had the honor of entertaining the Prince of Wales at luncheon at Max Gate, in Dorset, where Hardy lived for so many years, and where he died. The Prince has a great admiration for Hardy's novels, and he always liked him, as did most people, both small and great.

A Seventy Million Sale

We were somewhat amazed the other day in learning from Hutchinson's that they have sold seventy million copies of their cheap reprints of the many famous novels which they have issued in the past years. This is astonishing, indeed, but when one finds such authors as Rider Haggard, Sabatini, E. F. Benson, Ethel M. Dell, E. W. Savi and Kathlyn Rhodes and many other authors, one is not surprised. I see that of Mr. Sabatini's "Scaramouche" Hutchinson's report that they have sold 146,000, and of "Captain Blood" 123,000.

Broadcasting

There is still a feeling that broadcasting is adversely affecting the sale of books. Dean Inge has said that he was sure broadcasting was, with many other things, unhappily affecting the sale of books. We don't believe it, in fact, we have evidence to the contrary. We know of several instances where, at least talks about books have very much influenced the sale of these books. Our own experience is that it is only when the word is being spoken over the wireless that most people cannot read. In the matter of music there are a great many people who can enjoy a book with one side of their mind, and listen to music with another side. As Herbert Jenkins' Wireless said a few weeks since, the broadcasting of music has stimulated an interest in music; the broadcasting of services has not been proved to keep people away from church! Why, then, should we feel that books will suffer because authors broadcast selections from their works? Rather, reading will surely gain; books will ferret out the obscure places—places first made sympathetic thru the hearing of the written word.

A Publisher's Novel

Gerard Hopkins, the novelist, is also a well known member of the Oxford University Press, and he is attracting increasing attention with every new novel which he writes. His latest is called "A Friend of Antaeus," and it received an exceptionally good press here. It is published in America by Dutton. Mr. Hopkins next novel is entitled "Seeing's Believing." It is being published by Messrs. Victor Gollancz, Ltd. in London.

A Bookseller's Point of View

Somebody writing in a popular weekly said the other day: "The fully educating of an assistant with an individual firm's books is a duty that should fall upon the producers, for it is to their advantage to see that the actual salesman of the goods, who is their final representative with the public is well and fully informed with the productions of their firm." The correspondent was a bookseller and he was certainly on the right line when he said it is up to the publisher to sell his goods to the best of his ability. I do not agree with him, however, when he says later in his letter, "but publishers generally do not follow the short and easy way, but the roundabout and difficult."

A Rental Library for Boys and Girls

A RENTAL library for boys and girls under the title of "The Junior Library" was opened in July in the book department of F. & R. Lazarus of Columbus and has already proved a success. Mrs. Teeter, the manager of the department, made a very careful canvass of the public's interest in this idea before opening and for two months kept a record of comments and suggestions, during which time many parents became very much interested in the idea. The demand is largely for the best quality of fiction, and story books are supplied for any age child from four to fifteen. As the library is in a big downtown store, the selection of the books is not so much done by the children themselves as by parents who are looking for stories of recommended quality for their children's diversional reading.

Retail Trade in July

RETAIL trade was at a higher level in July than is usual in mid-summer. Sales of department stores and of mail order houses reporting to the Federal Reserve System, after allowing for the usual seasonal decline, were larger than in June. The Federal Reserve Board's index of department store sales, adjusted for seasonal variations, increased to 108 for July, the highest for any month thus far this year, and the adjusted index of sales by mail order houses was higher than at any previous time. Compared with July of last year, sales of department stores were 3 per cent. larger and those of mail order houses 28 per cent. larger.

Department stores in nearly all Federal Reserve districts reported larger sales than usual in July, after allowance is made for seasonal changes. Compared with July of last year, sales were larger in nine districts and smaller in three. Increases over July of last year were largest in the Chicago, St. Louis, and San Francisco Federal Reserve districts.

Old and Rare for American Needs

Browsings in Old Book Shops of Europe

Ernest Dawson

Dawson's Book Shop, Los Angeles

PART II

IN my own shop we have a sign "If you don't find what you want, you may want what you find." While visiting relatives in Wolverhampton, England, I lighted upon Henry Start's Bookshop. I stepped in, handed my card and was soon finding interesting stock. I noticed a long shelf of English Medical Books of 17th and 18th Century dates. Ordinarily these do not greatly interest me. One cannot escape the temptation to peek at prices however and I found one marked six shillings and took it—and so I went thru the entire lot, found them marked from four to thirty shillings and bought nearly all of them. Surely a case of wanting what I found, because of the price. No dealer or even collector can say in advance just what he is interested in, but this seems to be expected of you on the Continent.

The difficulty of buying books in a foreign tongue is considerable, and it is something of a strain to dig out subject matter, authors, printers, illustrators and then after finding something of interest perhaps find that it is very rare and runs into thousands of marks. Where books were marked I usually looked at the price first and gauged by that whether it was worth digging deeper.

Sometimes one's interest is aroused by a high price. In Maggs Brothers where books are marked plainly whether it be ten shillings or ten thousand pounds, my son noticed a thin little volume with the word California in the title marked £31-10. He handed it to me with the remark that it must be pretty scarce to be marked that price. It was a Jesuit Narrative of Lower California printed in the early 19th Century. It was unknown to me but search of Cowan's Bibliography proved that it was important, and I bought it.

I think it is no exaggeration to say that I bought twice as much in a shop where books were marked as I would have done had they not been marked, and what was quite as important could buy the greater quantity with much less expenditure of nervous energy.

Walter T. Spencer of New Oxford St., London, known wherever Rare Books are collected thru his book "Forty Years in My Bookshop," conducts the classic example of a shop with nothing marked. One would not, of course, suggest that Mr. Spencer change his methods any more than one would suggest a skyscraper in place of that charming row of half timbered houses on Holborn at the foot of Grays Inn Road nearby. But his methods have their humorous features sometimes. After several ineffectual attempts I had at last attained that sanctum sanctorum at the top of the winding staircase and was as everyone is, overwhelmed at the profusion of rarities stacked and heaped about. One might search in vain thru all the Shops of London for an excessively rare item, and find that Mr. Spencer holds anywhere from three to twenty copies. But that doesn't mean necessarily that one is in for a bargain. I was searching for a Cruikshank original drawing. Altho I had found none elsewhere Mr. Spencer produced a portfolio which must have contained several hundred. There were no marks on anything and it was a matter of mood and judgement what the price might be. After agreeing on several smaller drawings he brought out a series of pen and ink sketches all signed and with text in Cruikshank handwriting. I tremblingly asked the price—"Fifty Pounds" and I nodded "yes." A few minutes later as we were totaling my purchases Mr. Spencer turned to me and inquired "What did I say for these Cruikshanks?" I answered "Fifty Pounds."

"Well, I had really forgotten," he said, "whether it was forty, fifty or sixty pounds."

But in Germany I did find two dealers who mark their books. Whenever I spoke of going to Leipzig people would say "of course you must see Mr. Hiersemann" and so his splendid shop was my first call there. Strange to say I had been warned that prices were high but as elsewhere, I found that a large well-lighted shop does not need to spell dearness. The first book I opened was a Jensen Press item and glancing on the inside cover I saw R M 600. I exclaimed—"you don't mean to say that your books are marked?" Mr. Hiersemann said "Yes—forty years ago I decided on the open price system. My friends in the trade all said I couldn't do it, but I have and always will. Mr. Hiersmann's position of premier Antiquarian Bookseller of Germany as well as his record for scholarly and sumptuous publishing are indications that his methods might be emulated to advantage.

It was such a joy to pick up a book and instantly know the price that I went over shelf after shelf looking at every book and was continually finding something. That afternoon I looked around at other shops but after tasting the open price system it was too hard work so I went back to Mr. Hiersemann and spent all the rest of my time in Leipzig with him and purchased more books there than I had done in the ten days previous.

I was delighted with Munich and with its fine stocks of rare books and was especially pleased with my Incunabula purchases from J. Halle and Emil Hirsch.

I traveled much of the way in Europe by air finding it simpler than trains, much quicker and not much more expensive. A motorbus leaving from a central hotel takes you direct to the field—you enter the plane and away you go and in two hours have completed an eight hour rail trip and are delivered right to your hotel without taxi fare or tips. I had my reservation to leave Munich at three P. M. After lunch that day I discovered Mr. Weiss's place round the corner from the hotel. His stock looked very attractive with many moderate priced old bindings—vellum sheets and colored maps. Again I had the joy of playing around a stock where books were marked and tho I had less than two hours it was possible to cover the stock pretty well and make many selections. I am sure that had the books not been marked I should have bought little or nothing there particularly as Mr. Weiss was only there during the last half hour, most of the business had already been concluded with an assistant, a procedure which is seldom possible where books are not marked.

I made three trips to a London firm which specializes in Western Americana—one of my specialties also. As nothing was marked I could do no business in the absence of the proprietor tho I am sure he had much stock that I could have bought to advantage and an assistant could have served me quite satisfactorily if the stock had been priced.

I may seem to be stressing too greatly the argument for books marked in plain figures, but that really is the excuse for this article. The greatest obstacle to expeditious purchasing was the unmarked book.

I would even suggest to publishers of lists of antiquarian dealers the simple device of placing an asterisk before the name of any dealer who does not mark books plainly. Then one having a limited time at his command could avoid such places if he so desired.

I met a dozen or more American dealers on similar quests and did not find them always in agreement with my view that old and rare books are still plentiful and that, generally speaking, prices are not higher than the difference in the purchasing price of money before and since the war. It is almost a disease with many visiting dealers to mention books they sold six months to three years ago and then to tell how Quaritch has poorer copies priced at two to five times as much. Or to tell of having sold an immaculate copy of J. Doe's first for $150 three months ago and last week a copy with a blank leaf missing fetched £115 at Sothebys. Of course such things are happening but haven't they always done so? I recall the dizzy heights that to me, as a boy, Fanshawe and Tamerlane reached. Most any English dealer will on the least show of interest by a listener begin on spectacular rises of "Alices" and "Jungle Books" and in my judgment too little stress is laid on the vast array of

solid and worthwhile literature that has not risen unduly. One dealer remarked "When I see an item that I want in an auction catalog I first look up the price that I got for the last copy, then double it and if I really expect to secure it, double it again." We were standing at the rear of his shop—which was well filled with desirable old and rare books and first editions. I waved to his shelves and asked "Of what proportion of these books is that statement true?" And he admitted that it didn't apply to the books by which he made his bread and butter.

And so when these stories are going the rounds I tell of the sumptuous Dibdin Publications which can be had today for half their cost twenty-five years ago—and of Aldine Press Books, Elzevirs, Gallery Books with genuinely fine Old Engravings, a choice copy of a Macklin Bible that I met with at £3 that I would have been glad to pay £6 to £8 for before the war.

I spent a long day in Mr. Last's fascinating shop in Bromley, Kent. I literally bought tonnage of such items as Breeches Bibles, folio Art Books—Old Calf English Sets and general literature.

Leaving out all consideration of changed values in money, I did not do better on that sort of stock on my first trip to England seventeen years ago. I realize that I carry a more diversified stock than most dealers and can find in almost any stock items that I can use, which is not true of a dealer handling a restricted stock.

But I think the best argument in favor of there still being good picking in Europe is that year after year the same dealers go across and in a chat over after dinner coffee one learns that they do not return empty handed—in fact it is revealed that the day of "finds" is not quite over.

[*Conclusion*]

Book Exhibit at Astor

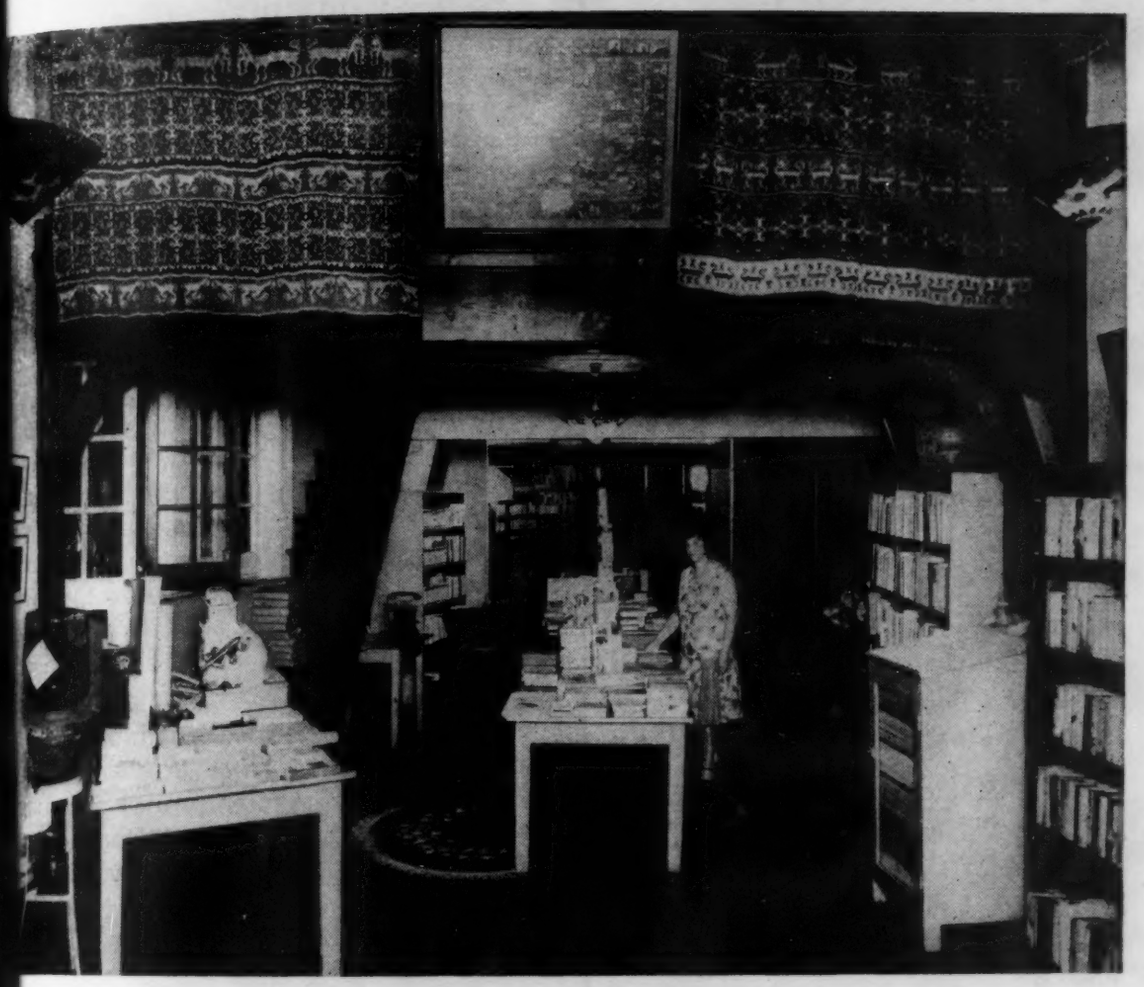
THE book display of the Women's National Book Association will occupy one of the conspicuous booths at the Hotel Astor from October 1 to 6 at the seventh annual exhibit of Women in Art & Industry. Mrs. Gurney will be in charge of the booth and each day some well-known author will be present to autograph books.

English Presses Represented by Inman

MAURICE INMAN, INC., N York, who has built up a v solid contact with booksellers supplying special editions in modern f bindings from American and Engl sources, has entered the field of spec editions and fine printing by arranging take the American agency of the Fortu Press and Cresset Press, both of Lond It carries in New York a complete sto of the available titles from these two i portant sources. This arrangement p American booksellers still more complet in touch with the output of such press supplementing what has been already nounced by the Random House, Harcou Brace & Company, Walter V. McK and others.

Among the recent output of the Fortu Press is "The Complete Works of Thom Shadwell," once Poet Laureate of Engla edited by Rev. Montague Summers, to completed in 5 volumes, 1,200 sets, sm quarto. It has also issued "Essays in Pett by Montague Summers, "Demoniali translated from the Latin of Ludov Maria Sinistrari, both octavos in limit edition, "Covent Garden Drollery," a print of an extremely rare book of R toration wit of London, 1672, "Moth Goose Tales" and "The Symposium Plato," a dainty format in a small 12m "The Collected Satires of Lord Alfr Douglas, and "Zofloya, or The Moor Charlotte Dacre's (Rosa Matilda) Goth Novel.

The Cresset Press also has a wide pr gram with a great deal of variety. It h reprinted in extremely attractive illu trated octavos early books on outdo recreation, including "The Gentleman Recreation" by Nicholas Cox, of 167 "The Pleasures of Princes" by Gerva Markham, 1614, and "A New Orcha and Garden," a rare Eighteenth Centu garden book. In folio size the Cress Press is responsible for a finely rubricat edition of Bacon's Essays bound in fu vellum, Ovid's "Heroycall Epistles" tran lated by George Turbervile with full pa illustrations by Hester Sainsbury, and t Iliad of Homer translated by Mauri Hewlett.



irginia Cowper in her shop in Shanghai where she supplies the Chinese as well as the American Colony with American books

Selling American Books in Shanghai

IRGINIA COWPER, who opened her own bookshop in Shanghai last year, found a very ready demand for her merndise and sends to the *Publishers' ekly* a photograph showing one end er floor space looking toward the front and the broad display window. room is comfortably finished with nese rugs and easy chairs, white painted ves, with maps and illustrations on the s. Miss Cowper started this venture a background of long experience in booktrade, having been connected for y years as assistant buyer at Wanaer's, New York, then with the *Pubrs' Weekly*, Putnam's, and for three s with the Chinese-American Bookshop hanghai previous to launching out on own.

Another Publishing House in Cambridge

THE Thomas Fleet Company, 1430 Massachusetts Avenue, Cambridge, supplies another imprint with the address of that college city. D. P. Page is the president.

The first publication is "The Star of Umbria," an historical novel by DeLancey Howe. The firm offers a promotion novelty in announcing that it will award prizes to readers for pictures that can be used to illustrate the second edition of the book, a $50 prize for the best illustration received before May 1st, and $30 each for two other illustrations. The book is intended for girls in their teens as well as for adults, but the contest is open only to readers who have not reached their seventeenth birthday. Book week should promote interest in the contest.

Book Club Selections

A. B. A. BookSelection

September—"All Kneeling" by Anne Parrish. *Harper.*

October—"Giant Killer" by Elmer Davis. *John Day.*

Book-of-the-Month Club

August—"John Brown's Body" by Stephen Vincent Benét. *Doubleday.*

September—"The Children" by Edith Wharton. *Appleton.*

The Literary Guild

September—"François Villon" by D. Bevan Wyndham Lewis. *Coward McCann.*

October—"Point Counter Point" by Aldous Huxley. *Doubleday.*

The Religious Book Club

August—"Science in Search of God" by Kirtley F. Mather. *Holt.*

September—"The Background of the Bible" by Henry K. Booth. *Scribners.*

Poetry Clan

August-September—"Trivial Breath" by Elinor Wylie. *Knopf.*

Printers Against 40-Hour Week

THE International Typographical Union, which has been holding its convention in Charleston, S. C., voted down by an overwhelming margin the proposal of the New York delegation for a 40-hour working week; also, a proposal to allow local unions to declare strike without the sanction of the Executive Council of the International Union was voted down.

Carrick to Oxford

Lynn Carrick, has left the Princeton University Press to join the Oxford University Press organization in New York. Mr. Carrick had shown a fine constructive capacity for publishing and was active in the university group whose "Shelfward Ho!" cooperative catalog was printed at Princeton.

Communications

PUBLISHERS BEWARE

New York City,
August 4, 1928.

Editor, *Publishers' Weekly;*

It seems that a thief is busy trying to obtain books from publishers by using our name on a plain white sheet of 5½ x 8½ paper, all typewritten, signature unreadable. Such an order was presented at Longmans, Green & Company for a set of books and another book for the retail value of twelve dollars. Their Trade Department became suspicious because the order was not written on one of our regular printed order forms, telephoned our order clerk, and was informed that no such order had been made out. When Longmans' clerk returned to his desk the party had disappeared.

We wish to caution publishers not to honor any orders from us that are not written on our regular printed and numbered order forms, properly signed, as we, of course, will not hold ourselves responsible for books obtained on any other kind of order forms.

Very truly yours,

Columbia University Press Bookstore
A. Hartog, *Manager*

REAGIL AND RIEGEL

4 and 6 E. 12th Street, New York,
Aug. 21, 1928.

Editor, *Publishers' Weekly*:

May we call your attention to a situation that has become somewhat embarrassing to us?

We formerly operated under the name, The Reagil Company, Inc., but legally changed our name to Campbell & Leunig, Inc., more than a year ago. A recent publication of a book concerning the Macy price cutting question published by a concern known as The Riegel Publishing Corporation has in some quarters been attributed to our company.

We would like to make it clear that we are not the publishers of the book in question. We have absolutely no interest in it.

Yours very truly,

Campbell & Leunig, Inc.
formerly
The Reagil Company, Inc.

Changes in Price

HARPER AND BROTHERS

"The Coast of Pleasure" by Grant Richards, has been changed from $3.50 to $4.00.

Obituary Notes

LINCOLN EYRE

LINCOLN EYRE, European newspaper correspondent and writer, died in Berlin on September 10th following an operation for appendicitis. He was born in Philadelphia, June 4, 1889. After graduating from school he spent a year traveling in Europe and went immediately into newspaper work. He was one of the best known American newspaper correspondents in Europe. He was the author of two books, "American Aristocrocy" and "Russia Analyzed."

PROFESSOR W. M. SLOANE

WILLIAM MILLIGAN SLOANE, historian and educator, died September 11th at his home in Princeton, N. J. at the age of 77. He was born in Richmond, Ohio, on November 12, 1850 and was a graduate of Columbia University. He had degrees from Princeton, Rutgers and the University of Leipzig. As professor he served at Princeton and Columbia. He was president of The American Academy of Arts and Letters, The American Historical Association and ex-president of the National Institute of Arts and Letters. He was the author of "The French War and the Revolution"; "Napoleon Bonaparte," (4 vols.); "The Balkans"; "The Powers and Aims of Western Democracy" and "Greater France in Morocco" and other books.

MARY E. RICHMOND

MARY E. RICHMOND, Social Worker and author, died at her home in New York on September 12th at the age of 67. She was a native of Belleville, Illinois. In 1909 she created the charity organization department of the Russell Sage Foundation which she has directed since then. She was the author of "Friendly Visiting Among The Poor," "Social Diagnosis," "What is Social Case Work"? and "Child Marriages." Her last book "Marriage and The State" is to be published this Fall.

Personal Note

EDNAH CROSBY FARRIER has just been appointed Advertising Manager of the J. B. Lippincott Company. Miss Farrier was for three years connected with Charles Scribner's Sons and previously did publicity with national organizations.

Business Notes

AUSTIN, MINN.—Irvin Umhoefer has started a very successful rental library, Irvin's Book Service, at 706 East Water St.

DREXEL PARK, PA.—Mary I. Hough and Mrs. H. A. Pulsford have opened the Bookworm's Burrow at 2241 Garrett Road.

NEWARK, N. J.—The L. C. Traveling Library, a small delivery system circulating library has been started by Helen C. Corse at 1015 Broad Street.

NEW YORK CITY—The Tomash Bindery, formerly at 80 Fourth Avenue, has moved to 47 East 9th Street and added a retail book department. It is now known as The Tomash Bookshop and Bindery.

NEW YORK CITY—The Globus Press has moved to larger quarters at 28 west 8th Street.

OKLAHOMA CITY, OKLA.—Lorna Jane Brooks has opened a lending library and special order bookshop at 400 West 13th Street. It is called the "Silhouette Lending Library." Mrs. Brooks has been book reviewer for the Oklahoma *News* and a librarian for eleven years, for the last six years in Oklahoma City.

The business has been fitted up in a room of an old house with equipment of old furniture, rugs and pictures, all of which are for sale. The library will be open till 7:30. Books are sold as well as loaned.

SPRINGFIELD, MASS. — The Friendly Bookshop, which opened at 30 Vernon Street four years ago, has now increased its business and lines carried so that it has need of larger quarters, and the new address is 162 Broadway where it uses two floors. The store is owned by Ruth A. Smith and managed by Mrs. C. H. Munsell.

TARRYTOWN, N. Y.—Russell & Lawrie, Inc., have closed their book department.

The Weekly Record of New Publications

THIS list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request, in which case word "apply" is used. When not specified the binding is "cloth."

Imprint date or best available date, preferably copyright date in bracket, is always stated, except when imprint date and copyright date agree and are of the current year, in which case only "c" is used. No ascertainable date is designated thus: [n.d.].

Sizes are indicated as follows: F (folio: over 30 centimeters high); Q (4to: under 30 cm.); O (8vo: 25 cm.); D (12mo: 20 cm.); S (16mo: 17½ cm.); T (24mo: 15 cm.); sq., obl., nar., designate square, oblong, narrow.

Alexander, Elizabeth
Second choice; a novel. 340p. D [c.'28] N. Y., Sears $2
Valeria Grove, still popular in Midland, despite her before-the-war début, marries in desperation after one more disappointing love affair.

Allen, Nellie Burnham
Our cereal grains. 307p. il., maps D (Stories of raw materials) [c.'28] Bost., Ginn 80 c.

Allen, William Harvey
Al Smith's Tammany Hall, champion political vampire. 350p. il. D c. N. Y., Inst. for Public Service, 53 Chambers St. $2.50
A non-partisan inquiry into the present activities of Tammany Hall.

American library directory (The), supplement 1928; ed. by R. R. Bowker. 211p. (10p. bibl.) Q c. N. Y., R. R. Bowker Co. $5
Comprising: Subject index to special collections in American libraries, Lists of Latin American libraries and greater libraries overseas, Subject index to library literatures recorded 1927.

Andrews, Marietta Minnigerode [Mrs. Eliphalet Fraser Andrews]
My studio window; sketches of the pageant of Washington life (il. by the author]. 469p. O [c.'28] N. Y., Dutton bds. $5
Life in the Capitol city as seen from a studio window, and enlivened by the famous personalities who dropped in for their silhouettes.

Atkins, Gaius Glenn, D.D.
Reinspecting Victorian religion; a back to normal critique. 151p. D c. N. Y., Macmillan $1.75
Lectures given at Bangor Theological Seminary which discuss Browning's and Tennyson's spiritual interpretation of life.

Aurelius Antoninus, Marcus, emperor of Rome
Marcus Aurelius Antoninus, to himself; introd. by Nelson Glenn McCrea. 161p. D (Modern readers' ser.) c. N. Y., Macmillan half lea. $1.25

Austin, Mrs. Mary Hunter
The children sing in the far west. 200p. il. D c. Bost., Houghton $2
Poems of the west for children.

Bailey, Henry Turner, and Pool, Ethel
Symbolism for artists; 2nd ed. 248p. (9p. bibl.) il. S '28 Worcester, Mass., Davis Press fab. $4.50

Baird, Albert Craig
Public discussion and debate. 375p. (4p. bibl.) O [c.'28] Bost., Ginn $1.92

Baldwin, Stanley
Our inheritance; speeches and addresses. 365p. D '28 Garden City, N. Y., Doubleday, Doran $2.50
Speeches delivered by the Prime Minister during the past three years which have the general purpose behind them of bringing the consciousness of a common heritage to the peoples of the British Empire.

Barbeau, Charles Marius
The downfall of Temlaham. 265p. il. (col.) O c. [N. Y.] Macmillan bds. $4
An Indian legend of Canada drawn principally from oral sources.

Barr, Dennis
The crimson quest. 310p. D [c.'28] N. Y., Sears $2
Who murdered Ernest Suton, petty officer on the British cargo steamer Cloudbank, while at dock in Constanza, Rumania?

Bartlett, W. P.
More happenings in California; a series of sketches of the great California out-of-doors; v. 2. 225p. D c. Bost., Christopher Pub. House $2

Barton, William Eleazar
The father of his country. 301p. il. D (Lantern b'ks.) [c.'28] Ind., Bobbs-Merrill $2
"How the boy Washington grew in stature and spirit and became a great soldier and President." For children.

Blackhall-Morison, Alexander, M.D.
Sensory and motor disorders of the heart; 2nd ed.; foreword by Sir John Rose Bradford. 372p. O '28 N. Y., Wm. Wood $6

Chandler, Zilpha E.
An analysis of the stylistic technique of Addison, Johnson, Hazlitt, and Pater. 110p. (bibl.) diagrs. O (University of Iowa humanistic studies, v. 4, no. 3) '28 Iowa City, Ia., Univ. of Iowa pap. $1

Bates, Ernest Sutherland
The friend of Jesus. 225p. O c. N. Y., Simon & Schuster $2.50
The story of the scriptures, both Old and New Testaments, told from the point of view of Judas.

Bell, Clive
Civilization; an essay. 273p. (bibl. footnotes) D [c.'28] N. Y., Harcourt $2.50
Analysis and discussion of civilization by the author of two noteworthy books on art.

Bell, Gertrude Lowthian
Persian pictures; preface by Sir E. Denison Ross. 198p. O '28 N. Y. [Liveright] bds. $3
The Englishwoman, who ventured into the Arabian desert where no European woman had before set foot, gives her first impressions of the East in this book first published in 1894.

Bellamann, Henry
Crescendo. 296p. D [c.'28] N. Y., Harcourt $2.50
The affair of Leslie, young and emancipated, and Robert Ives, the painter, in sophisticated New York society.

Bent, Silas
Strange bedfellows; a review of politics, personalities, and the press. 347p. il. D '28, c.'26-'28 N. Y., Liveright $3
Portraits of our political leaders and articles on our newspapers and on some American beliefs and characteristics.

Bercovici, Konrad
The story of the Gypsies. 294p. il. (col.) O c. N. Y., Cosmopolitan $4
A history of gypsies all over the world which brings out their strange philosophy and unique character, and which includes many of the author's personal experiences among them.

Berry, Erick
Black folk tales; il. by the author. 90p. il. (col.) O c. N. Y., Harper $2
Retold for children from a west African dialect.

Beveridge, Albert Jeremiah
Abraham Lincoln, 1809-1858; 2v. 635p.; 748p. (12p. bibl.) il., map O c. Bost., Houghton $12.50 bxd.; lim. ed., $25
By the author of "The Life of Marshall." This biography was planned as a four-volume work to continue the story of this country from the point of view of Lincoln, but Senator Beveridge had only completed the first two volumes at the time of his death, having brought the narrative down to Lincoln's nomination for the Presidency.

Bibesco, Martha Lucie Lahovary [Princess Georges V. Bibesco]
Royal portraits. 239p. il. O '28, c.'27, '28 N. Y., Appleton $3
Intimate studies of European royalty of the last generation.

Birney, Hoffman
The masked rider. 297p. D c. Phil., Penn $2
A cowboy romance of the southwest.

Bishop, William Samuel, D.D.
The gospel of divine personality; the self-revelation of Christ in the Gospel of St. John. 135p. (bibl. footnotes) D ['28] Milwaukee, Morehouse Pub. Co. $1

Boas, George
Never go back. 294p. D c. N. Y., Harper $2.50
A study of personalities and friendships in a small college town in California, and of the change that comes with separation.

Borski, Lucia Merecka, and Miller, Kate B.
The jolly tailor, and other fairy tales translated from the Polish. 156p. il. (col. front.) D c. N. Y., Longmans $2

Bousfield, William Robert
The basis of memory. 102p. (bibl. footnotes) S (New science ser.) [c.'28] N. Y., W. W. Norton $1

Boyd, Thomas Alexander
Simon Girty, the white savage. 252p. (bibl. note) il. D c. N. Y., Minton, Balch $3.50
The story of the frontiersman who led the Ohio Indians against the American troops in the Revolution.

Brody, Catharine
Babe Evanson. 430p. D [c.'28] N. Y., Century $2.50
The search for romance and the disillusionments in the life of Babe, stenographer from New York's East Side.

Brooks, Jonathan, pseud. [John Calvin Mellett]
Jimmy makes the varsity. 283p. il. O (Lantern b'ks.) [c.'25-'28] Ind., Bobbs-Merrill $2
Jimmy's football career in school and college.

Brown, Beth
Applause. 312p. D c. [N. Y.] Liveright $2
The story of Kitty Darling, burlesque queen and her daughter, April.

Brown, Joseph, jr., and Chapman, Dwight Ingersoll
French composition and conversation, with review grammar. 269p. il. D (Century modern language ser.) [c.'28] N. Y., Century $1.60

Brown, Sharon, ed.
Essays of our times. 422p. D [c.'28] Chic., Scott, Foresman bds. $2

Browne, Mary K.
Top-flite tennis. 128p. il. O '28 N. Y., Amer. Sports Pub. Co. $1.25

Bryant, Mrs. Lorinda Munson
The children's book of European landmarks. 106p. il. O ("Celebrated art" ser.) [c.'28] N. Y., Century $2.50
Illustrations with descriptive notes of some of Europe's most interesting sights.

Bundy, Walter Ernest
The religion of Jesus. 373p. (4p. bibl.) O [c.'28] Ind., Bobbs-Merrill $3.50
On Jesus' own religious experience, rather than his religious teaching to others.

Byington, Eloise
The Pancake Brownies; twelve stories in rhyme. 96p. il. (pt. col.) D [c.'28] Chic., A. Whitman $1 bxd.

Chantal, St. Jane Frances Fremyot de
The spiritual life; a summary of the instructions of the virgins on prayer; comp. by the Sister of the Visitation, Harrow-on-the-Hill; introd. by Cardinal Bourne. 306p. O '28 St. Louis, Mo., B. Herder $2.75

Cope, Zachary
The early diagnosis of the acute abdomen; 5th ed. rev. 258p. il. O '28 N. Y., Oxford $3.50

Coursey, Oscar William
Dakota literature; a supplementary book for classes in American literature in high schools and colleges;

Camp, Charles L., ed.
James Clyman: American frontiersman, 1792-1881. 251p. il., maps O '28 San Francisco, Cal., Historical Soc., 609 Sutter St. $4

Chatterton, Edward Keble
The King of the Air. 244p. il. D c. Phil., Lippincott $1.75
A boys' story of a race around the world by air.

Collins, Hubert Edwin
Warpath and cattle trail; foreword by Hamlin Garland. 315p. il. O c. N. Y., Morrow $3.50
A record of adventures at a frontier trading post on the Chisholm trail in Oklahoma by one who has been cowboy, explorer, and engineer at various times since the age of ten.

Cooke, Mrs. Grace MacGowan
The fortunes of John Hawk; a boy of old New York 1781. 366p. il. D [c. '28] N. Y., Century $2
The life of a boy of post-Revolutionary days in the state of New York.

Cozzens, James Gould
Cock pit. 302p. D c. N. Y., Morrow $2.50
A novel about Americans in Cuba dominated by the powerful sugar industry, and in particular the story of Ruth Micks and her father.

Crane, Dr. Frank
The Ten Commandments applied to modern behavior. 118p. nar. D [c. '28] N. Y., Wm. H. Wise $1

Crozier, W. P., ed.
Letters of Pontius Pilate, written during his governorship of Judaea to his friend Seneca in Rome. 172p. D [c. '28] N. Y., Sears $1.75

Curle, Richard
The one and the other. 355p. D c. Garden City, N. Y., Doubleday, Doran $2.50
A man is obsessed with the idea of defeating his brother's aims—a brother whose placidity and moral superiority have always baffled him.

Czarnomska, Elizabeth, i.e. Marie Elizabeth Josephine, ed.
The authentic literature of Israel, freed from the disarrangements, expansions and comments of early native editors; pt. 2, From the exile to the recovery of Israel's independence. 584p. (bibl.) front., map O c. N. Y., Macmillan $5

Daglish, Eric Fitch
The larger beasts. 47p. il. D (Animals in black and white, v. 1) ['28] N. Y., Morrow bds. $1
The smaller beasts. 47p. il. D (Animals in black and white, v. 2) ['28] N. Y., Morrow bds. $1
Pictures with a page of text on each animal, for children.

Dane, Clemence, pseud. [Winifred Ashton]
The Babyons; the chronicle of a family; 4v. 378p. D c. Garden City, N. Y., Doubleday, Doran bds. $5 bxd.
Each volume is a separate story, but all concern the "Black Babyons" and their old country house in Devon: the volumes are arranged in chronological order and are entitled, "Third Person Singular," "Midsummer Men," "Creeping Jenny" and Lady Babyon."

Daniel, Hawthorne
The Red Rose of Dunmore. 212 p. front. (col.) D c. N. Y., Macmillan $2
Sequel to "The Gauntlet of Dunmore" and "The Honor of Dunmore," this book for young people tells the story of Edward Dunmore during the reign of Richard III.

Darby, Frances M.
Jack and Susan stories. 184p. il. (col.) D (Pleasant b'ks. for pleasant people) c. N. Y., Macmillan 80c.
A reader for very small children.

Davis, Ozora Stearns
The credentials of the church. 115p. S c. N. Y., Macmillan $1.25
Lectures delivered at the Pacific School of Religion in Berkeley, Cal., this month.

Dearden, Harold
A wonderful adventure. 115p. il. D c. N. Y., Cosmopolitan $1.25
A primer of the workings of the body and the mind for children.

De La Mare, Alpheus T., ed.
Garden guide; the amateur gardeners' handbook [5th ed., rev.] 384p. il., diagrs. D [c. '17-'28] N. Y., A. T. De La Mare $1.65

De La Mare, Walter John, and others
Number six Joy Street; a medley of prose and verse for boys and girls. 226p. il. (pt. col.) O (Joy Street b'ks.) c. N. Y., Appleton $2.50
Stories, poems, and pictures by Compton Mackenzie, Lord Dunsany, Eleanor Farjeon, Laurence Housman and others for very young children.

Denton, Mrs. Clara Janetta Fort
Real nature stories. 108p. il. (pt. col.) D [c. '22-'28] Chic., A. Whitman $1 bxd.
Stories of actual events in the animal world—most of them happenings observed by the author herself.

d'Humy, Fernand E.
According to John, through the loud speaker. 180p. il. D [c. '28] Bost., Stratford $2.50
A modern version of the Fourth Gospel that the lessons taught by John may be more readily understood.

Drake, Durant
The new morality. 371p. (bibl. footnotes) D (Philosophy for the layman ser.) c. N. Y., Macmillan $2.50
The professor of philosophy at Vassar writes on the developing morality of the day as a standard that judges conduct by its effect upon human morality.

Drinkwater, John
Charles James Fox. 389p. (4p. bibl.) il. O c. N. Y., Cosmopolitan $5
A biography of the brilliant young liberal member of George III's Parliament who took the part of the American colonies.

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also for general reading for rural schools. 157p. (bibl.) il. D [c. '28] Mitchell, S. D., Educator Supply Co. $1

Dally, J. F. Halls, M.D.
Low blood pressure; its causes and significance. 277p. il. O '28 N. Y., Wm. Wood $5

Earhart, Amelia
20 hrs. 40 min.; our flight in the Friendship. 314p. il. O c. N. Y., Putnam $2.50
The American girl, first across the Atlantic by air, tells her story, from her log actually written in the air on the way across.

Echols, Ula Waterhouse
Knights of Charlemagne. 380p. il. (col. front.) O c. N. Y., Longmans $3
The legends of Charlemagne and his knights arranged in chronological sequence for children.

Field, Rachel Lyman
Little Dog Toby; il. by the author. 127p. il. (pt. col.) S (Little lib.) c. N. Y., Macmillan $1
A story of Victorian London for the very young.

Forbes, Helen Cady
Mario's Castle. 205p. il. (col. front.) D c. N. Y., Macmillan $1.75
A tale for girls of travel and mystery in Italy.

Foulke, William Dudley [Robert Barclay Dillingham, pseud.]
Songs of eventide. 202p. S [c. '28] Ind., Bobbs-Merrill $2.50
His third volume of verse contains, besides the songs, "Heloise," an epitome in blank verse, and "Maya," a lyric drama.

Franck, Harry Alverson
The fringe of the Moslem world. 440p. il. D [c. '28] N. Y., Century $4
"Being the tale of a random journey by land from Cairo to Constantinople, with enough of present conditions to suggest the growingly antagonistic attitude of the followers of Mohammed toward those who profess Christianity."

Fraser, Chelsea Curtis
Heroes of the air; rev. ed. 562p. il., maps D [c. '26-'28] N. Y., Crowell $2

Fraser-Harris, D. F., M.D.
Coloured thinking, and other studies in science and literature. 276p. D (Science for you) '28 N. Y., Brentano's $2.50
Essays on curious phases of science.

Freeman, Bp. James Edward
Voices of assurance. 81p. front. (por.) S (Washington Cathedral ser.) [c. '28] Milwaukee Morehouse Pub. Co. $1

"Ganpat," pseud. Martin Louis Alan Gomperts
Mirror of dreams; a tale of oriental mystery. 330p. D c. Garden City, N. Y. Doubleday, Doran $2
The strange powers of a mirror found on the edge of the desert in central Asia involve two Englishmen and various Orientals in strange adventures.

Garrett, William A.
The professional guest. 271p. D c. N. Y., Appleton $2
How a socially gifted but penniless young man uses society to earn a living.

Gates, Henry Leyford
The red dancer of Moscow. 316p. D [c. '28] Newark, N. J., Barse & Co. $2
The story of a Russian dancer's love for a Grand Duke, and of a Cossack's love for the dancer.

Gettell, Raymond Garfield
History of American political thought. 642p. (bibls.) O (Century political science ser.) [c. '28] N. Y., Century $4

Gibbs, Josiah Willard
The collected works of J. Willard Gibbs; 2 v. 462p.; 515p. (bibl. footnotes) front. (por.), diagrs. O '28, c. '02 N. Y., Longmans $6
The first complete edition of the author's published writings.

Gingerbread picture stories. no. p. il. (col.) O [n.d.] Chic., A. Whitman $2 bxd.

Goldstein, Herbert S., ed.
Forty years of struggle for a principle; the biography of Harry Fischel. 420p. il. O'28 N. Y., Bloch Pub. Co. fab. $5

Gordon, Neil
The new gun runners. 270p. D [c. '28] N. Y., Harcourt $2
A mystery-romance on the northeastern seacoast of Scotland.

Grimberg, L., M.D.
Emotion and delinquency; a clinical study of five hundred criminals in the making. 156p. (bibl. footnotes) O (Lib. of educational psych.) '28 N. Y., Brentano's $3
The delinquent from the medical standpoint.

Gruening, Ernest
Mexico and its heritage. 747p. (26p. bibl.) il., map (col.) O [c. '28] N. Y., Century $6
A scholarly work including studies of Mexico's historical background, periods of revolution, ecclesiastical struggles, as well as of the political and general status of Mexico today.

Haisley, Wayne G.
New teeth in old saws. 120p. il. D [c. '28] N. Y., Sears bds. $1.50
A collection of old sayings done in the modern manner.

Hale, Harrison
American chemistry. 260p. il. D '28 N. Y., Van Nostrand $2.50

Eastman, Fred
America's unfinished battles; a pageant for use in schools and churches. 32p. diagr. O c. '28 N. Y., S. French pap. 35 c.

Eaton, Edward Dwight
Historical sketches of Beloit college. 328p. D '28 N. Y., A. S. Barnes $2

Fischer, Louis
Diseases of infancy and childhood; their diatetic, hygenic, and medical treatment; a text book designed for practitioners and students in medicine; 2 v. 11th rev. ed. various p. (bibls.) il. (pt. col.) diagrs. O '28 Phil., F. A. Davis $14

Fitch, William Edward
The new pocket medical formulary; 5th ed. rev. 511p. il. S '28 Phil., F. A. Davis flex. cl. $3

Fletcher, William Meade
Corporation forms and precedents; 2nd ed. 1985p. O '28 Chic., Callaghan & Co. buck. $15

Geography through map reading; no 6, North America, and no. 7, South America. 56p.; 64p. maps D '28 N. Y., Oxford flex. cl. 35 c.ea.

Gonzaga, Sister Mary
Christ in the Old and New Testament; Bible and catechism combined; introd. y the Right Rev. John F. Noll. 713p. O '28 St. Louis, Mo., B. Herder $3

Gordon, A. Knyvett
Systematic infections, their diagnosis and treatment. 186p. O '28 N. Y., Wm. Wood $4

Green, Mrs. L. Grace
The report card in action; a play for the training of American citizenship. 46p. il. D c. Gardena, Cal., Author, 1002 Walnut St. pap. $1; 75 c. per doz.

Harrison, Benjamin
A book about Benjamin Harrison of Ightham, Kent, made up principally of extracts from his notebooks and correspondence; ed. by Sir Edward R. Harrison. 412p. il. O '28 N. Y., Oxford $5

Hasan, Syed Zafarul
Realism; an attempt to trace its origin and development in its chief representatives. 349p. (bibl.) O '28 N. Y., Macmillan $5

Hawks, Ellison
Pioneers of plant study. 298p. il. O '28 N. Y., Macmillan $4

Hill, Helen and Maxwell, Violet
Little Tonino. 220p. il. (col. front.) D c. N. Y., Macmillan $1.75
About a little boy who lives in an old hill town of Provence.

Hogarth essays, The
342p. O '28 Garden City, N. Y., Doubleday, Doran bds. $3
Essays, letcures and memoirs by modern writers, issued in England in two series by the Hogarth Press of Leonard and Virginia Woolf.

Howe, DeLancey
The star of Umbria. 154p. front, map, diagr. D [c.'28] Cambridge, Mass., Thomas Fleet Co., Harvard Sq. $1.50
The heroic adventures of a girl in the war between Umbria and Lucania in 1793. A story for girls in their 'teens.

Hoyland, John S.
The light of Christ; Swarthmore lecture, 1928. 64p. D '28 N. Y., Macmillan $1

Humphrey, A. W.
The modern case for Socialism. 272p. (5p. bibl.) O '28 N. Y., Macmillan $4.50

Huntington, Thomas Waterman, jr., ed.
The Italiana bibliography; an approach to a comprehensive selected record of books in the English language relating to Italy. 45p. O c. N. Y., Brentano's $1

Irwin, Violet Mary [Mrs. Coenraad van Cüyk de Wall]
The short sword. 249p. front. D c. N. Y., Macmillan $1.75
An adventure story of a Chinese boy among his own people.

Jacob, A Gertrude
Personal hygiene. 294p. il., diagrs. O (Practical health educ. ser. for high schools, bk. 1) [c.'28] Bost., Christopher Pub. House $2

"Janitor"
The feet of the young men; some candid comments on the rising generation. 224p. O '28 N. Y., Sears $2.50
Frank comment on the most promising of the younger English politicians.

Johnson, Annie June
Friendship, and other poems. 43p. D [c.'28] Bost., Four Seas bds. $1.50

Johnson, Emery Richard, and others
Principles of transportation. 830p. (bibls.) diagrs. O (Appleton's transportation ser.) c. N. Y., Appleton $5
A book covering all fields of transportation—rail, water, motor, and air.

Jope-Slade, Chirstine
St. David walks again. 130p. il. S '28 N. Y., Harper $1.60
The adventures of two Anglo-American orphans who go to live with their grandfather in a little Cornish village.

Jordan, Riverda Harding
Extra-classroom activities in elementary and secondary schools. 311p. (6p. bibl.) diagr. D [c.'28] N. Y., Crowell $2.50

K. O. S., Baroness Dombrowski
Boga the elephant [il. by the author]. 103p. il. (pt. col.) Q c. N. Y., Macmillan $2.50
The adventures of a baby elephant in Africa, for little children.

Kelly, Eric P.
The trumpeter of Krakow. 227p. il. (pt. col.) O c. N. Y., Macmillan $2.50
A story for children of fifteenth century Poland.

Keynes, Geoffrey, M. D.
Bibliography of the writings of William Harvey, M. D., discoverer of the circulation of the blood [lim. ed.] 79p. il. O '28 N. Y., Macmillan buck. $7

Keyser, Leander L.
A handbook of Christian psychology. 169p. D '28 Burlington, Ia., Lutheran Literary B'd. $1.50

King, William Peter
Faith in the divine Fatherhood. 372p. (bibl. footnotes) D c. Nashville, Tenn., Cokesbury Press $2

Kirby, Mary [Mrs. Gregg] and Kirby, Elizabeth
Aunt Martha's corner cupboard; ed. by Carol Wilford. 125p. il. (col.) D [c.'28] Chic., A. Whitman $1, bxd.
Stories for children about the teacups, the coffee, the sugar, and other articles in the cupboard.

Knipe, Emilie Benson [Mrs. A. A. Knipe] and Knipe, Alden Arthur
A patriot maid, and other stories. 220p. il. D [c.'26-'28] N. Y., Century $1.75
Stories of American girls who lived at the time of the Revolution.

Knister, Raymond, ed.
Canadian short stories. 359p. (12p. bibl.) D c. [N. Y.] Macmillan $3
By Stephen Leacock, Sir Gilbert Parker, Mazo De La Roche, Morley Callaghan, Harvey O'Higgins, and others.

Landis, Benson Young, ed.
Handbook of rural social resources, 1928. 237p. (bibl. footnotes) D [c.'28] Chic., Univ. of Chic. Press $2

Lectures on legal topics, 1923-1924
[v. 5] 493p. O c. N. Y., Macmillan $3.50

Leeuw, Adèle de
The flavor of Holland. 356p. il. D [c.'28] N. Y., Century $4
An informal tour thru Holland, that really acquaints the reader with Dutch people and customs.

Hollos, Joseph, M.D.
Tuberculous intoxications. 142p. O '28 N. Y., Wm. Wood $3.25

Hooker, James
From earth to ether; pt. 3. 241p. D [c.'28] Ind., Peace Pub. Co., 4650 Meridan Blvd. $2

Humphris, F. H.
Artificial sunlight and its therapeutic uses; 4th ed. rev. 325p. il. O '28 N. Y., Oxford $3.50

Johnson, Theodore, ed.
Plays in miniature, for two or three. 129p. D c.'28 Bost., W. H. Baker 75 c.

Leh, L. L.
Christianity reborn. 225p. D c. N. Y., Macmillan $2

Lewis, Col. George Warburton
Songs of tropic trails. 78p. D (Contemporary poets, 68) '28 Phil., Dorrance $1.75, bxd.

Lucas, Edward Verrall
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Mary II, Queen of England, 1689-1694. Waterson, N. M. $2.50 *Duke Univ. Press*
Masked rider, The. Birney, H. $2 *Penn*
Memoirs of Raymond Poincare, The. $5 *Doubleday, Doran*
Mexico. Rippy, J. F. $1.50 *Univ. of Chic. Press*
Mexico and its heritage. Gruening, E. $6 *Century*
Middlefolks. Talbot, R. J. $2.50 *Winston*
Mirror of dreams. "Ganpat." $2 *Doubleday, Doran*
Modern case for Socialism, The. Humphrey, A. W. $4.50 *Macmillan*
More happenings in California. Bartlett, W. P. $2 *Christopher Pub. House*
My first two thousand years. Viereck, G. S. $2.50 *Macaulay*
My studio window. Andrews, M. M. $5 *Dutton*
Never go back. Boas, G. $2.50 *Harper*
New analytic geometry. Smith, P. F. $2 *Ginn*
New gun runners, The. Gordon, N. $2 *Harcourt*
New morality, The. Drake, D. $2.50 *Macmillan*
New teeth in old saws. Haisley, W. G. $1.50 *Sears*
Number six Joy Street. De La Mare, W. J. $2.50 *Appleton*
Nurnberg stove, The. Ouida. $1 *Macmillan*
Oft-told tales of Lincoln. Winchester, M. C. $1.25 *A. Whitman*
"Old" Jim Bridger on the moccasin trail. Sabin, E. L. $2 *Crowell*
On writing essays. Paddock, H. L. $1.10 *Macmillan*
One and the other, The. Curle, R. $2.50 *Doubleday, Doran*
Organization and administration of the Union Army, The. Shannon, F. A. $25 *A. H. Clark Co.*
Our cereal grains. Allen, N. B. 80 c. *Ginn*
Our inheritance. Baldwin, S. $2.50 *Doubleday, Doran*
Painters of dreams. Payne, E. S. $2 *Penn*
Pancake Brownies, The. Byington, E. $1 *A. Whitman*
Park Avenue. Vernon-Cole, W. $2 *Writers Guild*
Patriot mind, A. Knipe, E. B. $1.75 *Century*
Persian pictures. Bell, G. L. $3 *Liveright*
Personal hygiene. Jacob, A. G. $2 *Christopher Pub. House*
Peter Rabbit's almanac for 1929. Potter, B. 75 c. *Warne*
Pioneers of plant study. Hawke, E. $4 *Macmillan*
Plays. Robinson, L. $4.25 *Macmillan*
Portrait d'une actrice. Maurois, A. 80 c. *Macmillan*
Prelude to a rope for Myer. Steni, L. $2.50 *Dial Press*
Principles of transportation. Johnson, E. R. $5 *Appleton*
Professional guest, The. Garrett, W. A. $2 *Appleton*
Public discussion and debate. Baird, A. C. $1.92 *Ginn*
Real nature stories. Denton, C. J. F. $1 *A. Whitman*
Realism. Hasan, S. Z. $5 *Macmillan*
Red dancer of Moscow, The. Gates, H. L. $2 *Barse & Co.*
Red Rose of Dunmore, The. Daniel, H. $2 *Macmillan*
Reinspecting Victorian religion. Atkins, G. G. $1.75 *Macmillan*
Religion of Jesus, The. Bundy, W. E. $3.50 *Bobbs-Merrill*
Royal portraits. Bibesco, M. L. L. $3 *Appleton*
St. David walks again. Jope-Slade, C. $1.60 *Harper*
Sandalwood fan, The. McMorrow, T. $2 *Sears*
Sceptical essays. Russell, B. A. W. $2.50 *W. W. Norton*
Science in search of God. Mather, K. F. $2 *Holt*
Second choice. Alexander, E. $2 *Sears*
Shakespeare's stories. Maud, C. E. $2 *Longmans*
Short sword, The. Irwin, V. M. $1.75 *Macmillan*
Shorter physical geography, A. Martonne, E. de. $3.25 *Knopf*
Skitter and Skeet. Youmans, E. $2 *Bobbs-Merrill*
Slype, The. Thorndike, R. $2 *Dial Press*
Smaller beasts, The. Daglish, E. F. $1 *Morrow*
Smith's (Al) Tammany Hall. Allen, W. H. $2.50 *Inst. for Public Service*
Snowden's Sunday school. Snowden, I. H. $1.50 *Macmillan*
Social principles of the Gospel. Lugan, A. $2.25 *Macmillan*
Solid geometry. Schultz, A. $1.20 *Macmillan*
Son of the living God, The. Nordsten, R. $2 *Stratford*
Songs of eventide. Foulke, W. D. $2.50 *Bobbs-Merrill*
Songs of tropic trails. Lewis, G. W. $1.75 *Dorrance*
S.O.S. Whiting, J. D. $2 *Bobbs-Merrill*
Star of Umbria, The. Howe, DeL. $1.50 *Thomas Fleet Co.*
Story of the Gypsies, The. Bercovici, K. $4 *Cosmopolitan*
Story of youth, The. Stoddard, T. L. $2.50 *Cosmopolitan*
Straight answers to life questions. Smith, C. $1.50 *Willett, Clark & Colby*
Strange bedfellows. Bent, S. $3 *Liveright*
Strayer-Upton arithmetics; bks. 1 and 2. 52 c. ea. *Amer. B'k*
Suasoriae of Seneca, The. $4 *Macmillan*
Sweet water and bitter. Moore, V. $1.75 *Harcourt*

Symbolism for artists. Bailey, H. T. $4 *Davis Press*

Ten Commandments applied to modern behavior, The. Crane, F. $1 *Wm. H. Wise*

Tents of wickedness. McCallum, M. R. $2.50 *Century*

Top-flite tennis. Browne, M. K. $1.25 *Amer. Sports Pub. Co.*

Tricks of women. $4 *Morrow*

Trumpeter of Krakow, The. Kelly, E. P. $2.50 *Macmillan*

20 hrs. 40 min. Earhart, A. $2.50 *Putnam*

Under frozen stars. Marsh, G. T. $2 *Penn*

Unintentional charm of men, The. Warner, F. L. $2 *Houghton*

Vision of God, The. Nicholas of Cusa. $2 *Dutton*

Voices of assurance. Freeman, J. E. $1 *Morehouse Pub. Co.*

Warpath and cattle trail. Collins, H. E. $3.50 *Morrow*

Werewolf. Swen, C. L. $2 *Doubleday, Doran*

Wesley's legacy to the world. Rathenbury, J. E. $2.50 *Cokesbury Press*

Why be a mud turtle? White, S. E. $2.50 *Doubleday, Doran*

Wonder tales from Baltic wizards. Olcott, F. J. $2 *Longmans*

Wonderful adventure, A. Dearden, H. $1.25 *Cosmopolitan*

The Field of Old and Rare Books and Weekly Book Exchange

Current Rare Book Notes

Frederick M. Hopkins

TWO or three years ago there were many predictions that the interest in collecting modern first editions had nearly run its race and that a year or two more would see its end. To-day there is every indication that there will be more modern first editions purchased in the coming season than ever before and there is no indication of a waning interest. The leaders, Kipling, Stevenson, Conrad, and Hardy are in increasing demand at advancing prices, and there is a large group of minor authors, many still living, whose first editions are bringing high prices. American booksellers, during their summer vacation abroad, have made large purchases of modern first editions, and a great deal of material is on the way to the auction rooms to be sold this season. But the demand apparently is greater than the supply and it is safe to say that the right kind of books will hold their own or make advances. The market for modern first editions is including many living authors, little known and of little merit, but there is not much likelihood that the lack of appreciation for them will affect the general situation. Most of the collectors are using discrimination in their book buying, know what they want, and are satisfied only with the best.

MAGGS BROTHERS, of London, has just issued Catalog No. 508, Part I, "Bibliotheca Nautica, devoted to a collection of books, prints and manuscripts relating to naval battles and the science of naval warfare, shipbuilding and the art of navigation, buccaneers and privateers, shipwrecks and disasters at sea. Like other special catalogs issued by the same booksellers, this is a medium quarto, containing 207 pages, 500 items, illustrated with 65 full page plates many in two colors, comprising facsimiles of rare prints, title pages, broadsides, letters and manuscripts, maps, and drawings. The earliest imprint bears the date of 1477, and half of the items are earlier than 1735.

SOMETHING of a commotion has been caused in England by the publication of Carl E. Bechhofer Robert's "This Side Idolatry," a novel that portrays Dickens as an egotist, hypocrite and philanderer. Dickensians like E. V. Lucas and Gilbert K. Chesterton have been prompt to defend the great novelist. The character of Dickens is not likely to be affected by anything that a writer may say in the medium of fiction. The peculiarities of Dickens are well known to his admirers and they love him in spite of them all.

ROLAND-MARCEL, director of the Bibiothèque Nationale, has just returned to Paris after a voyage of discovery in America. He has been interviewed by journalists of the French capital and has signified his intention of incorporating in Paris many of the ideas he gained in library work here. He was astonished at how much small town life revolved around the local library. He spoke most appreciatively of the help given foreigners who had not been long in America. Library service he found to be recognized as an important social function. Some of the private collections he saw were remarkable, and were an indication of a love of books, and of patient persistent collecting never surpassed anywhere or in any age.

BOOKS for children of the last four centuries, from the collection of Wilbur Macey Stone of East Orange, N. J., will be shown at the Newark Public Library during September and October. This collection in forty cases comprises chiefly examples of American and English juveniles. Among the great variety shown are examples of horn-books, primers, Bibles, catechisms, hymnals, song-books, chapbooks, picture-books, and story-books. The New England Primer is represented by many well-preserved copies of early editions. Picture lesson books of the seventeenth century compiled by John Comenius are shown. A handbook of the exhibition in 32 pages, illustrated by many quaint woodcuts, describes the collection with considerable detail. This collection, put on exhibition for the first time in the Newark Public Library, will next be shown in the Boston Public Library.

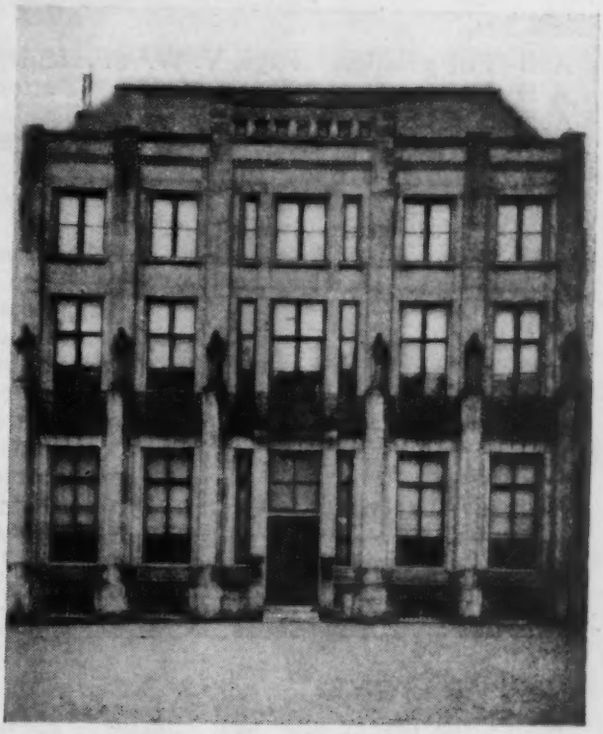
THE ramifications of the Medici family in Europe and its powers in business, politics and religion are graphically shown in the collection of ninety-six account books presented to the Baker Library of Boston by H. Gordon Selfridge. In a report to the American Historical Association, D. Havelock Fisher, who has examined them, says that they show that "the business antennae of the Medici family of Florence, Italy, reached to all parts of the then known world." There are accounts, letters and memoranda in Latin, early Italian, Spanish and in cipher. The collection of manuscripts contains memoranda regarding seizures of property, deeds of sale, lease, dowry agreements, marriage contracts and settlements. There are powers of attorney, court orders, wills, testamentary depositions, reports on trade, and bank credit reports. Military matters, such as the campaigns in Flanders in 1705 and the seige of Ostend are treated; plans of fortifications in Italy are given, and there is correspondence regarding the dispute between the King of Naples and Scotland regarding the precedence of their respective ambassadors. The period from 1350 to 1575 has a great fascination for the student of economics and sociology almost unexcelled for variety. In 1422, Florence under the Medici, had more than seventy banks. In 1472 they were merged into thirty-three. The Medici had sixteen banking houses in different European cities. It is believed that the study of these manuscripts will throw new light upon medieval life, economics, and business methods and transactions.

THE National Library of Scotland, in Edinburgh, has benefitted by a valuable addition of Gaelic manuscripts, the gifts of persons who are interested in the preservation of the language. These manuscripts were collected by the late Rev. Charles Moncrieff Robertson of Islay. An exceptionally accurate and accomplished Gaelic scholar, he was thirty years a diligent collector of facts relating to Gaelic philology and typography. Much of his work on Gaelic phonetics and dialects has been published in the *Celtic Review*. The manuscripts comprising this gift to the Scottish people contain most of his collections on the names of places, consisting of accurately ascertained forms of the names as distinguished from the Anglicized or inaccurate forms which appear on maps, and thus supplying data for scientific investigation. Owing to the decline of Gaelic speech and tradition in certain districts, much of the information collected would now be difficult or impossible to obtain.

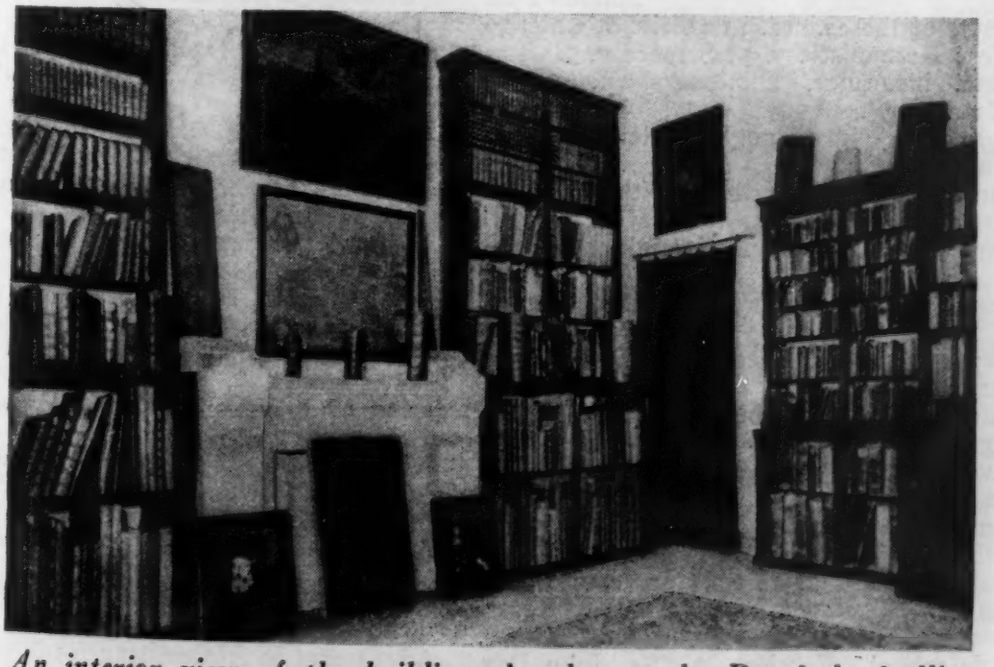
THE Golden Cockerel Press has printed for Frank Hollings, the London bookseller, a limited edition of 500 copies of Lamb's "A Tale of Rosamund Gray." To the book has been given an admirable preface by R. Brimley Johnson. There is a frontispiece reproduction of an early portrait of Lamb.

A Great Dutch Bookshop

ON the occasion of the visit to The Hague, the bibliographical tourists, who are visiting Europe under the expert guidance of Dr. Theodore W. Koch of Northwestern University, were given a very hospitable welcome by the famous bookselling establishment of Martinus Nijhoff, and a special brochure was prepared as a souvenir of the occasion. From this brochure the *Publishers' Weekly* is reprinting two of the many illustrations, the first showing the impressiveness of the Nijhoff office which was built in 1910, the second one of the interior views. This famous establishment was opened in 1853, celebrating this year, therefore, its seventy-fifth anniversary. The founder, Martinus Nijhoff, who died in 1894, was succeeded by his son, Wouter, still director, with Wouter Nijhoff, 2nd, who entered the business in 1917 as co-director. In its seventy-five years the firm has issued 537 catalogs, many of them famous for their wealth of information. The publishing business of the firm is in the field of science and art.



Front view of the famous bookselling establishment of Martinus Nijhoff



An interior view of the building that houses the Dutch bookselling organization at The Hague that is directed now by Wouter Nijhoff. The beautifully designed building was built in 1910

Fall Book Index, 1928

Quarterly Announcement of New Publications

Active July and August books are repeated from Mid-year Index

A B C of aviation. Pagé, V. W. $1 Henley
A B C of furniture. Price, M. O. Dutton
Abbé Pierre's people. Hudson, J. W. $2.50 Appleton
Abbot, Charles G. The sun. il. $3.50 Appleton
Abbott, Eleanor Hallowell. "But once a year." $2 Appleton
Abbott, Jane. Harriet's choice. $1.75 . 4 il. Lippincott
Abbott, Johnston. Seigneurs of La Saulaye. $2.50 Macmillan
Abbott, Wilbur Cortez. Bibliography of Oliver Cromwell. $7.50 Harvard
Abdallah and his donkey. Dombrowski, Baroness. $2 Macmillan
Abdul: The story of an Egyptian boy. Palmer, W. $2 Macmillan
Abdullah, Achmed. Lute and scimitar. $2.50 Payson & C.
Abe Martin's barbed wire. Hubbard, K. $1.50 Bobbs-M.
About your dog. Lemmon, R. S. $2.50 Stokes
Above the bright blue sky. Springs, E. W. $2.50 Doubleday, Doran
Abraham, Herbert. Asphalts and allied substances. New ed. Van Nostrand
Abraham (Israel), Jewish studies in memory of. $2.75; $4 Bloch
Abroad with Mayor Walker. Fuller, H. Shields Pub.
Abstracts of theses. ea. $3 Univ. of Chicago
Titles: Humanistic v. 5; Science v. 5.
Accident insurance, Dictionary of. $17.50 Welson, J. B. Pitman
According to John through the loud speaker. d'Humy, F. E. $2.50 Stratford
Accounting and cost-finding for the chemical industries. Prochazka. McGraw-Hill
Accounting, Elementary. Streightoff, F. H. $3.50 (?); $5 Harper
Accounting method. Rorem, C. R. $4.50 Univ. of Chicago
Accounting method, Teaching manual for. Graham, W. J. $3 Univ. of Chicago
Accounting reports in business management. Gregory, H. E. $5 Ronald
Achievement tests in modern foreign languages. Macmillan
Acklom, George Moreby. Winter vigil. (Friendly books). $1 Vinal
Across the world of Islam. Zwemer, S. M. $3.50 or $4 Revell
Actinotherapy, Dental. Tanguay. $3 Mosby
Activity school. Ferrière, A. $4 John Day
Actual grace. Tower, E. 60 c Macmillan
Acute contagious diseases. Schamberg, J. F. Lea & F.
Adam, George and Pearl. Book about Paris. $5 Harcourt, B.
Adam Bede. Eliot, G. 80 c; $1.25 Macmillan
Adams, Carl Bruno. Hidden strings $1 Four Seas
Adams, Edward C. L. Nigger to nigger. $2 Scribner
Adams, George Matthew. Just among friends. $1.50 Morrow
Adams, Harrison. Pioneer boys of Kansas. $1.75 Page
Adams, Herbert. Rogues fall out. $2 Lippincott
Adams, Isabel. Heart of the woods. $2.50 Century
Adams (John). This man Adams. McCoy, S. $3.50 Brentano
Adams, (John Quincy) Diary of. Nevins, A. $5 Longmans
Adams, Julia Davis. Swords of the Vikings. il. $2.50 Dutton
Adams, Kathleen, and Atchinson, Frances. Book of enchantment. il. part col. $2.50 Dodd, M.
Adams, Peter. Cork ship models and how to make them. $1.25 (?) Dutton
Adams, Randolph G. Pilgrims, Indians and patriots. 71 il. $3 Little, B.
Adams, St. Clair. *See* Morris, Joseph.
Adams, This man. *See* McCoy, Samuel.
Adcock, A. St. John. Glory that was Grub Street. 32 photos by E. O. Hoppé. $2.50 Stokes
Addams, Jane. Twenty years at Hull House. (Modern Readers' Ser.) 80 c; $1.25 Macmillan
Adderley, James G. Legend of the way of grief. 14 il. 40 c Morehouse
Addison, Joseph. Essays (Modern Readers' ser.) 80 c; $1.25 Macmillan
Additon, Henrietta. City planning for girls. $1.25 Univ. of Chicago
Adler, Alfred. Science of living. $3.50 Greenberg
Adrenal glands. Goldzieher, M. A. Macmillan
Adult education. Thorndike, E. L. $2.25 Macmillan
Adventure. Forbes, R. $4 Houghton M.
Adventure stories, "American Boy." $2 Doubleday, Doran
Adventure stories, 26. Rhys, E., ed. $2.50 Appleton
Adventure waits. Ferris, H., ed. $2.50 (?) Harcourt
Adventures in Afghanistan for boys. Thomas, L. $2 Century
Adventures in Alaska and along the trail. Endicott, W. $5 Stokes

Adventures in service. Felton, R. 35 c Abingdon
Adventures in visitation evangelism. Kernahan, A. E. $1.50 Revell
Adventures of a brownie. Mulock, D. M. 75 c (?) Harper
Adventures of a brownie. **Mulock, D. M.** $1.25 **Sears**
Adventures of an African slaver. Canot, Captain. $4 A. & C. Boni
Adventures of Andrew. White, E. O. $1.75 **Houghton M.**
Adventures of Lafayette. Cecil, E. $1.50 Whitman
Adventures of Mr. Scoodle-do and Brother Rabbit. Hall, M. J. $1.25 Dodd, M.
Adventures of Theodore Roosevelt. Emerson, E. $2.50 (?) Dutton
Adventures of Toby Spaniel. Gall, A. C. $2 Duffield
Adventures of Tom Marvel. Barbour, R. H. $1.50 Appleton
Advertising. Rosewater, V. $1.50 Avondale Press
Advertising business, This. Durstine, R. S. $3 Scribner
Advertising, Layout in. **Dwiggins, W. A.** $7.50 Harper
Advertising, Layouts for. Dell, J. $3 Drake
Advertising production methods. Dippy. McGraw-Hill
Aegean archaeology, Essays in. (Crete) $5 (?) Oxford
Aeolus, or the future of the flying machine. Stewart, O. $1 Dutton
Aerial bombardment. Royse, M. W. $4 Vinal
Aerobatics. Stewart, O. $1.50 Pitman
Aeroplanes and automobiles. il. (linen) $1 Platt & M.
Aeschylus. Plays. (Modern Reader's ser.) 80 c; $1.25 Macmillan
Affair in Duplex 9B. Johnston, W. 75 c. Burt
Affirmative religion. Garrison, W. E. $2 Harper
Afghanistan, Adventures in, For boys. Thomas, L. $2 Century
Africa, Girls in. Berry, E. $2 Macmillan
Africa, Last of free. MacCreagh, G. $4 Century
African garden, My. MacDonald, S. $2 Century
African jungle life. Dugmore, A. R. $6 Macmillan
African myths. Woodson, C. G. $1.10. Associated pubs.
African trail, Poems of the. Haines, E. L. $1.25 Morehouse
Aftermath. Churchill, W. $5 Scribner
Afternoon. Ertz, S. 75 c. Burt
Against the sun. Elton, G. $2.50 Houghton M.
Agate, James. Rachel. (Representative women ser.) $2 Viking
Age of the gods. Dawson, C. $5 Houghton, M.
Agnostics' anthology. Darrow, C. $3.50 Stratford
Agricultural crisis, Church and the. Brunner, E. de S. 35 c Pilgrim
Agricultural geology. Emerson. Wiley
Agricultural revolution. See Mead, Edward S.
Ahlers, Lena C. Inspiring lives of sixty famous men. il. $1.50 Whitman
Ahrens, Gertine, and Ford, Bessie Rainer. Original monologues and recitations. $1.35 Fitzgerald
Aids to catering. Shirras, F. E. F. $1.75 Dutton
Aiken, Conrad. Costumes by Eros. $2 Scribner
Aiken, Conrad, ed. Comprehensive anthology of American verse. 95 c Modern library
Aikman, Duncan. Hallelujah. $4 Holt
Aims and progress of research, No. 23. See Seashore, C. E.
Aircraft, Building and flying model. Garber, P. E. $2.25 Ronald
Aircraft, Law in relation to. Wingfield, L. A. $4 Longmans
Airmen or Noahs. Sueter, M. F. $7.50 Pitman
Airplanes, Model. Allen, E. L. $3.50 Stokes
Airplanes, Model. *See also* Harburg, Merrill.
Airports and airways, Civil. Black, A. $3 Simmons-Boardman
Airships, Historic. Holland, R. S. $4 Macrae Smith
Airways, Inc. Dos Passos, J. $2 Macaulay
Akhnaton and other sonnets. Jones, T. S., Jr. $1.25 Mosher Press
Aladdin. Kettelwell, J. $5 Knopf
Alarçon. La verdad sospechosa. $1.12 Heath
Alaskan trophies, won and lost. Young, G. O. $2.50 Christopher
Alchemy of light and color. Reiser, O. L. $1 Norton
Alchemy, Study of Chinese. Johnson, O. S. $3 G. E. Stechert
Alcohol, its influence on life. Corradini, R. E. ed. Abingdon
Alcott, Louisa. Little men—Little women. il. (part col.) (Treasure shelf) ea. $1.75 Winston
Alcott, Louisa M. Under the lilacs. Jack and Jill. ea. 6 col. il. (Beacon Hill bookshelf) ea. $2 Little, B.
Aldanov, M. A. Devil's bridge. $3 Knopf
Aldin, Cecil. Dogs of character. New ed. 79 il. by author. $5 Scribner
Aldin, Cecil. Romance of the road. il. part col. $30 (?); $50 (?) Scribner
Aldington, Richard. Collected poems. $3 Covici, Friede
Aldington, Richard, tr. Fifty romance poems. (Crosby Gaige). $10 Random House
Aldis, Dorothy. Here, there and everywhere. il. $2 Minton, B.
Aldrich, Bess Streeter. Lantern in her hand. $2 Appleton
Aldrich, Richard. Musical discourse. $3 Oxford
Aldrich, Thomas Bailey. Story of a bad boy. (Father and son lib.) $1.25 Sears
Aldrich, Thomas Bailey. Story of a bad boy. (Modern Readers' Ser.) 80 c; $1.25 Macmillan
Aldrich, (Thomas Bailey). Greenslet, F. $2.50 Houghton M.

Alexander, Ada and Fowler, Grace. Sewing manual. Macmillan

Alexander, Ann D. Women of the Morte D'Arthur. $3.50 (?) Dutton

Alexander, Christine. Jewelry: the art of the goldsmith in classical times. il. $1 Metropolitan Museum of Art

Alexander, Elizabeth. Second choice. $2 Sears

Alexander, Elsie M. Sunnybrook ser. il. col. ea. 35 c Burt
Titles: Happy family of Beechnut Grove—Buster Rabbit, the explorer—Adventures of Tudie—Tabitha Dingle—Roody and his underground palace—Buff and Duff.

Alexander, Harry L. Bronchial asthma; its diagnosis and treatment. Lea & F.

Alexander, Ian. Star of dawn. $1 Century

Alexander, Jerome. Colloid chemistry, v. 2—biology and medicine. (Chem. cat. co. books). Chemical cat.

Alexander, Ryllis Clair. Diary of David Garrick. il. $8.50 Oxford

Alexander: a romantic biography. Bercovici, K. $2.50 Cosmopolitan

Alfalfa. Cox, J. F. Wiley

Alfino, Angelo Ralph. Stella Balarina. $1.25 Christopher

Alford, G. P. Laws of management applied to manufacturing. $4 Ronald

Algebra, College. Palmer. McGraw-Hill

Algebra, College. Lennes, N. J. $2 (?) Harper

Algebra for secondary schools. Emery, S. Van Nostrand

Algebra, New course in. (For high schools). Fite, B. Heath

Alice in wonderland. Carroll, L. $1 Whitman

Alice of old Vincennes. Thompson, M. 75 c Grosset & D.

Alice's adventures in wonderland. Carroll, L. $1.50 Lippincott

Alimony. Baldwin, F. $2 Dodd, M.

All Aboard. Cobb, I. S. $2 Cosmopolitan

All about me. Drinkwater, J. $2 Houghton, M.

All kneeling. Parrish, A. $2.50 Harper

All the better for her and other stories. DeVoisenon, C. DeF. $7.50 McBride

All this is true. Draper, M. $3.50 or $4 (?) Harper

Allen, Albert Cooper. King of the wilderness. (Copyright fiction). 75 c Burt

Allen, C. C. Modern Japan and its problems. $3 Dutton

Allen, Cecil J. Steel highway. il. part col. $2.25 (?) Longmans

Allen, C. R. *See* Wright, J. C.

Allen, Elmer L. Model airplanes. il. $3.50 Stokes

Allen, Eric W. Printing for the journalist. $2 Knopf

Allen, Frederick M. Diabetes and its treat-treatment. 30 c Funk & W.

Allen, Hervey. Israfel, the life and times of Edgar Allen Poe. New ed. $5 Doubleday, Doran

Allen, (Ira): Founder of Vermont. Wilbur, J. B. $12.50 Houghton, M.

Allen, J. W. History of political thought in the 16th century. $6 Dial

Allen, M. Cecil. Mirror of the passing world. (Outline of aesthetics ser.) Set $5 Norton

Allen, M. P. Ghost of the Glimmer Glass. il. $1.75 (?) Harper

Allen, Mrs., and Hutton, Mrs. Man-sized meals from the kitchenette. $1.60 Macy-Masius

Allen, William H. Al Smith's Tammany Hall. $2.50 Institute for Public Service

Allin, Cephas D. Australasian preferential tariffs and imperial free trade. (Minn. studies in the social sciences no. 19) $2 Univ. of Minn.

Alonso and Hershey. Technical and industrial Spanish. Heath

Alphabet of aviation. Jones, P. $2 Macrae-Smith

Alphabet of the faith for little children. Sister Charity. 12 c Morehouse

Alphabet people. Lenski, L. $2.50 (?) Harper

Alston, Mary O. The dawn. $1.50 Christopher

Altar stairs. Newton, J. F. $1.75 (?); $2.25 Macmillan

Alternating current machinery, Problems in. Lyon. McGraw-Hill

Alternating currents. Dawes. McGraw-Hill

Amateur movie craft. Cameron, J. R. $1.50 Cameron Pub.

Amazing life of John Law. Oudard, G. $5 Payson & C.

Ambassador, The. Freeman, J. E. $2 (?) Macmillan

Amber witch. Meinhold, W. 80 c Oxford

Ambrown & Cobb. Elements of geophysics. McGraw-Hill

America, Evangelized. Loud, G. C. $4 Dial

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Book of towers. Wyndham, R. $30 Random House
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Book production, Modern. A. & C. Boni
Bookman's manual: a guide to literature. Graham, B. $3.50 (?) R. R. Bowker
Books that change the world. Belloc, H. $2 (?) Harper
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Booktrade directory, American, 1928. $10 R. R. Bowker
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Boulter, V. M., comp. Survey of international affairs, 1925, supplement. $4.25 Oxford

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Henderson. Palestine.
Hume. Wives of Henry VIII.
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Richards. 45 Years in China.
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Steed. Hapsburg Monarchy.
Stephens. Women of French Revol.
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Tarbell. Madam Roland.
Young. Nationalism and War in Near East.
Hamill. Flower of Monterey.
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Mullins. When Yesterday Was Young.
Richardson. Backwater; Honeycomb; Painted Roofs; The Tunnel.
Craigie. Icelandic Sagas.
Field. Persian Literature.
Frye. Literary Reviews and Criticisms.
Kuprin. The Duel.
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More. Shelburne Essays. Vol. 1.
Moses. Children's Books and Reading.
Saltus. Eden; Pace That Kills; Perfume of Eros; Pomps of Satan; Transient Guest; Tristram Varick; Vanity Square.
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Zahn. Sound and Music. 2 vols.
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Ballard. World of Matter.
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Hollingworth. Sense of Taste.
Kippax. Call of the Stars.
Manson. Evolution of Climates.
Richards. Art of Right Living.
Scripture. Elements of Exper. Phonetics.
Sheppard. Photo. Chemistry.
Bushnell. Storied Windows.
Cameron. Comedies in Literature.
Carpenter. Capt. Courtesy.
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Hodgson. Cradle of Confederacy.
Jay. Miscell. Writings on Slavery.
Kimball. Soldier Dragoon of Our Army.
Locke. Anti-Slavery in Amer.
McDonald. No. Omer. Idea.
Moorehead. Stone Age in N. Amer.
Ogg. Opening of Miss.
Page. Gov't in Va.
Petre. Simon Bolivar.
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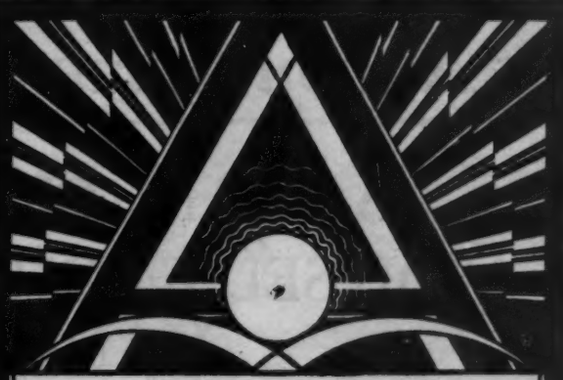

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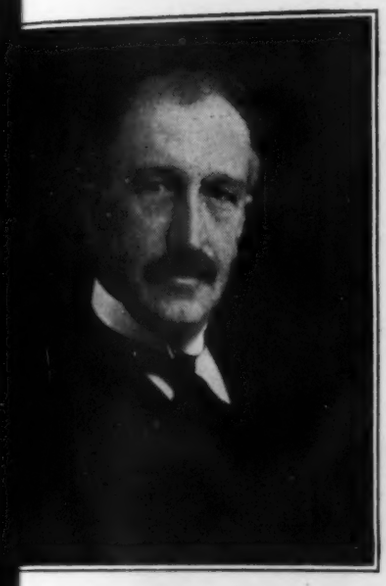

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